

**COWIE FLEET**  
Cars, Vans, Trucks,  
Contract Hire  
Finance: Nationwide  
**COWIE FLEET DIVISION**  
Head Office:  
MILLFIELD HOUSE, NYLTON ROAD  
SUNDERLAND SR4 7BA  
TEL: SUNDERLAND 7641, TELEX: 52705

# FINANCIAL TIMES

No. 26,921

Tuesday March 16 1976

\*10p

**BEARINGS FROM POLAND**  
FLT & METALS LTD. Tel. (01)-940 4385

CONTINENTAL SELLING PRICES: AUSTRIA Sch.13; BELGIUM Fr.20; DENMARK Kr.2.15; FRANCE Fr.1.20; GERMANY DM1.70; ITALY L.300; NETHERLANDS Fl.1.50; NORWAY Kr.2.70; PORTUGAL Esc.15.00; SPAIN Ptas.165; SWEDEN Kr.2.50; SWITZERLAND Fr.1.50.

## NEWS SUMMARY

### Train bombed: driver shot

A London train driver and a Post Office engineer were shot by an IRA bomber late yesterday afternoon after an explosion on an Underground train had injured nine people. The driver, Mr. Joseph Stephen, a 34-year-old West Indian, was killed.

With the engineer, Mr. Peter Chalk, aged 24, the driver had helped police corner the bomber in a goods yard at West Ham Underground station.

It was then that the bomber, bleeding from wounds caused in the premature explosion, opened up with a gun on his pursuers, killing the driver and hitting Mr. Chalk in the chest.

Finally, the bomber apparently turned the gun on himself, but he survived and was taken critically ill to St. Mary's Hospital, Stratford.

All that was known about him was that he was a ginger-haired Irishman aged about 35 — although police believed they had established his identity from documents in his possession.

As details of the attack on the 4.34 p.m. Metropolitan Line train from Barking began to emerge, Commander Roy Babersham, head of Scotland Yard's Anti-Terrorist Squad, said: "When the story finally becomes clear there will be many stories of quite distinguished bravery."

The drama began when passengers in the front carriage of the train saw smoke pouring from the bomber's holdall. He hurried it from one

end of the compartment to the other before it exploded, ripping out the roof and one side of the train.

The blast came as the train was moving off from the station and the driver halted it before it had travelled 150 yards.

Then he leapt from the cab and raced after the bomber with Mr. Chalk. Just before the bomber shot himself, he yelled: "You English bastards."

Mr. Chalk's 20-year-old wife Jill said her husband was not in pain and was under sedation. "He seems more worried about me than himself," she said. "It was not until late last night that he was allowed into the ward."

Not all the injured people were on the train. The explosion hurled wreckage—including one of the train's doors—for more than 100 yards.

One victim was unloading a lorry 100 yards away. He said: "There was a massive explosion and I saw a lump of metal flying towards me. It hit me and damaged my ankle."

Last night the question was being asked: Does this herald the start of the IRA's publicised spring offensive?

Picture, Back Page

## GENERAL

### Lebanon president 'will go'

President Franjeh, his Beirut palace under threat of attack by Lebanese Army commandos, was reported last night to have agreed to resign providing a face-saving formula was devised.

The showdown between the President and the Army came as 1,000 Palestine Liberation Army troops entered the country. Suggestions that these men were Syrian troops wearing PLA uniforms were denied. Back Page, Middle East News, Page 8

### Smith rigid on majority rule

There is no chance of a settlement with Mr. Joshua Nkomo, the African nationalist leader, unless Mr. Nkomo changes his publicly-stated demand for rapid majority rule. Mr. Ian Smith, Rhodesian Prime Minister said in Salisbury yesterday. Interview with Mr. Smith, Back Page

### Two die in rail crash

A train driver and a lorry driver were killed yesterday when a London-Scotland express collided with a lorry which had plunged through a bridge parapet onto the railway line near Eastgrange, Dumfriesshire.

### Hot and cold

It will be cold at first, with a warm spell towards the end of this month, and more cold weather next month, according to the long-range forecast of the Meteorological Office. Page 12

### Briefly...

Prison officer was last night being held hostage by a prisoner at Maidstone jail, Kent. Mr. John Stonehouse's constituency Labour Party at Walsall North is to meet on Friday to begin the process of selecting a new Parliamentary candidate.

Great Train robber Thomas Wisbey, 43, has been released on parole after serving nearly 12 years of a 30-year sentence. Army recruitment jumped 27 per cent. to 16,040 in the six months to the end of January compared with the same period last year.

New Zealand has appointed Mr. Douglas Carter, 67-year-old dairy farmer, as High Commissioner in London.

### CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RICES	
Adams Foods	32 + 6
Arrow Brand	194 + 10
"Bats"	370 + 7
British Land	291 + 2
British Northrup	100 + 5
British Vita	78 + 10
Broken Hill Prop.	150 + 15
Brotherhood (P.)	90 + 7
Coltress	20 + 21
Cope Aliman	44 + 31
East Lancs. Paper	56 + 3
Eastwilton	50 + 4
Esney Prods.	53 + 4
Leitcract	78 + 10
Paterson Zacharia	183 + 13
Weyburn Eng.	635 + 20
Wilkinson Warburton	60 + 11
AN and S	171 + 6
Anglo American	284 + 14

Anglo Am. Coal	280 + 15
Bulleys	2101 + 3
East Driefontein	760 + 40
RIIM	240 + 10
Higginson	215 + 10
Pols. Plats.	142 + 7
Southvaal	510 + 60
West Driefontein	225 + 12
Wime Darby	108 + 8
Whim Creek	48 + 8
FALLS	
Barclays Bank	275 - 10
Hall-Theromank	70 - 4
Lonrho	110 - 4
Midland Bank	270 - 8
Nat. Westminster	240 - 8
Simba Darby	108 - 4
Stanwood Radio	9 - 15
Shell Transport	417 - 5
Ultramar	144 - 8
Northern	400 - 40
Westfield Minerals	175 - 35

## Turmoil hits foreign exchange markets following withdrawal of the franc

### France blames U.K. for currency crisis

BY DAVID CURRY: BRUSSELS, March 15

MR. DENIS HEALEY, Chancellor of the Exchequer, today rejected thinly-veiled French accusations that the crisis that led to the early morning decision to take the franc out of the currency snake had been caused by last week's "uncontrolled devaluation" of the pound.

The snake is the system under which certain European currencies float jointly against the dollar, and move within prescribed limits against each other.

M. Jean-Pierre Fourcade, the French Finance Minister, had said before the Finance Ministers' meeting here that the actions of some members of the Community could well run counter to Article 107 of the Treaty of Rome which broadly proscribes currency manipulation to gain competitive advantage. He renewed pleas for a Community-wide mechanism to control currency problems and commented that the reserve role of sterling needed new examination because of the disproportionate effect sterling had on foreign exchange markets.

Article 107 says that each member state shall treat its policy with regard to rates of exchange as "a matter of common concern" and makes allowance for counter-action if a member alters its rate in a way which is inconsistent with the need to ensure the equilibrium of its overall balance of payments and to maintain confidence in its currency and which

"seriously distorts conditions of competition."

It is the point about distorting competition which M. Fourcade must have had in mind.

Meanwhile, the mini-snake between the Belgian franc and the Dutch guilder, which limits fluctuations to a 15 per cent. margin against 2.35 per cent. for the snake proper, became the first victim of the contraction of the snake.

Brussels and the Hague disavowed the "worm" losing battle currencies to move within the

Editorial comments Giscard's problems. Page 18: Political inquest, Back Page; Currency turmoil in Europe. Page 7; Parliament. Page 16; Metal prices rise. Page 29

wider margins of the snake. The Belgian franc immediately joined the Danish crown at the bottom of the snake and the Belgian Central Bank spent some DM50m. in support as well as taking action to raise interest rates on the secondary markets and to reduce bank liquidity.

The French withdrawal deals a sharp blow at the Tindemans conception of a European union based upon a broadening of the snake mechanism to permit participation of weaker currencies. The Commission confined its remarks on this morning's events to the predictable statement that "the Community currency system will remain vulnerable as long as member countries fail to indi-

cate the concrete willingness to move towards economic and monetary integration."

Ministers of countries whose currencies remain in the snake said that the mechanism would continue unchanged. Herr Hans

Apel, the German Finance Minister, said that Germany had gone into last night's emergency snake meeting prepared to be flexible, apparently ready to offer a 2 per cent. mark revaluation to be matched by a 4 per cent. franc devaluation.

France, it is understood, had sought a 3 per cent. mark revaluation and a downward movement of 3 per cent. in the franc. M. Fourcade stated specifically that failure to reach agreement on a readjustment of intervention rates in the snake had been due to the flat refusal of all snake members except Germany to talk about numbers.

The Dutch confirmed that the small countries of the snake had been unwilling to change the existing intervention rates, stating that the fear of compromising industrial competitiveness, the awareness that the Dutch balance of payments strength was partly sustained by gas revenues rather than based on sound economic performance, and the desire to keep in step with the other smaller members of the snake had prompted the attitude in The Hague.

The devaluation of the franc against the D-Mark and a smaller devaluation by other currencies had been discussed, said M. Fourcade.

Mr. Willem Duisenberg, the Dutch Minister, also said that the dissolution of the Belgium-Dutch mini-snake had been under discussion for a year as it had outlived its utility.

M. Fourcade placed the blame for the French franc crisis firmly at the door of the pound. The currency problems of January and February had cost the Bank of France some Frs.6bn. in reserves, while the cost in March had been a "haemorrhage" of Frs.8bn.

Mr. Healey specifically took issue with this arithmetic, saying that he believed that the sterling currency crises had cost the French far more than the sterling crisis of last week.

The French Finance Minister said that he had proposed at last night's meeting improvements to the snake to permit continued French participation. These included widening the margins of fluctuation permitted, better intervention mechanisms, improved management of central funds and greater use of the European monetary co-operation fund. With the exception of "the most constant of my colleagues," Herr Apel, he had met with a straight refusal. "Every one said first, that you can't do anything and second, that they would not go anything."

"It was not our intention to launch into a savage devaluation. Our objective is not to let the franc fall wholesale, but simply to avoid a system of automatic

Continued on Back Page

### Value of the franc falls by 2.5%

Currency markets were thrown into renewed turmoil yesterday following the French decision to pull out of the EEC joint floating arrangement—the snake. The franc dropped sharply, bringing pressure on other snake members, particularly the Belgian franc and the Danish krone. Substantial support by central banks was needed for these currencies. The pound and the Italian lira, both outside the snake, also required support as uncertainty spread through the markets.

PARIS: The French franc was devalued by more than 4.5 per cent. in the initial reaction to the withdrawal from the snake. Later however, there was some profit-taking by speculators which brought the franc up again to close with a devaluation of slightly more than 2.5 per cent. from Friday's levels. The currency finished at Frs.4.67 against the dollar and at Frs.1.82 against the D-mark—the strongest snake currency. This compared with the old snake floor of Frs.1.7425 to the D-mark.

BRUSSELS: The mini-snake linking the Belgian and Dutch currencies within a 1.5 per cent. margin either side of their parties (against a 2.25 per cent. range in the wider snake) was dissolved. The Belgian franc immediately dropped to the bottom of the new snake limit of DM6.47 for B.Frs.100, joining the Danish krone.

M. Willy de Clercq, Belgian Finance Minister, said there was no question of the Belgian franc leaving the snake. However, in order to support the currency, the Belgian central bank was estimated to have spent some DM50m.

COPENHAGEN: Mr. Per Haekkerup, Economic Affairs Minister said Denmark would remain in the snake. Further support was required to hold the currency at its snake floor of DM41.54 for Kr.100.

FRANKFURT: The D-mark strengthened as speculative buying built up. The Bundesbank was reported to have absorbed more than B.Frs.3bn. (£40m.) and between Kr.350m.-Kr.450m. (£30m.-£38m.) in support of these currencies. The French franc closed at DM54.80 for 100 francs.

MILAN: The lira dropped sharply in renewed uncertainty to close at L.826 to the dollar, an effective devaluation of 2.4 per cent. from last Friday.

LONDON: Further support was required for the pound, estimated at up to some \$150m.—considerably less than at the height of sterling's slide last week. In higher nervous markets, the pound slipped to \$1.9175 in the morning, as selling reportedly to be particularly from Singapore. Later it recovered to end at \$1.9239 for a fall of 35 points from Friday's level. Sterling's average depreciation from December 1971 levels was unchanged from Friday at 33.5 per cent.

DOELAR: The U.S. dollar showed mixed movements, losing ground to the strong D-mark at DM2.5705 against DM2.5805. Its average depreciation as calculated by Morgan Guaranty in New York, however, narrowed to 1.89 (2.03) per cent.

TURKEY: Changes in the parity of the Turkish lira reduced sterling in value by 3.3 per cent., the French franc by 2.3 per cent. and the Italian lira by 1.6 per cent. The U.S. dollar and the D-mark rose 3.3 per cent. each against the Turkish currency.

## Union chiefs call on Labour movement to close ranks

BY ROY ROGERS AND PETER HENNESSY

A CALL for the Labour movement to close ranks so as to preserve the Labour Government was made last night by leaders of Britain's three largest trade unions.

Following a "crisis" meeting yesterday, Mr. Jack Jones of the Transport Workers, Mr. Hugh Scanlon, president of the Engineers, and Mr. David Basmitt of the General and Municipal Workers, issued their "save the Government" plea, which will be seen as a clear indication that they are far from happy with the recent exploits of open hostility between their erstwhile allies, the Tribune group and Left-wing Labour MPs and party leaders.

Clearly shaken by bitter recrimination within the Labour Party since last week's action by the Tribune group caused the defeat of the Government over the proposed expenditure cuts, and by recent by-election results and the general economic situation, the three mapped-out proposals to unify the Labour movement by bringing together the

TUC General Council, the Labour Party executive and the Parliamentary Labour Party.

This meeting, they suggest, should take place after a post-Budget meeting of the TUC-Labour Party liaison committee has established priorities based on manifesto policies but facing the need to implement in the light of present economic difficulties.

In addition, the three suggest a special TUC congress or conference of union executives to discuss future policy, making it almost inevitable that such a meeting, already urged by several unions, will take place. The three union leaders warn that forces opposed to Labour are preparing for an early election "capitalising on the divisions and splits which have recently emerged and the dire economic position."

Differences existed on the methods to be used to reduce unemployment and supplement the trade unionists' contribution in the fight against inflation, say the three union leaders, stress-

ing that great responsibility falls on Mr. Denis Healey, Chancellor of the Exchequer, to help resolve these differences in his April Budget.

On the public rift between Mr. Healey and the Tribune group, the three declare that personal spleen would not help resolve the genuine differences of view as to how the crisis should be handled.

Mr. Scanlon re-emerges on the scene following a special AUEW policy conference in December which reversed the union's opposition to interference with collective bargaining. Last night Left-wing MPs did not take the union leaders' remarks as a slap for the Tribune group.

Mr. Arthur Latham, chairman of the Tribune Group, and MP for Westminster, Paddington, did not accept the view that the Government might shortly be forced to call a General Election; "when the Government behaves in such a way that the party is united in the House it has a decisive majority over the other parties."

## Marsh to leave British Rail

BY ARTHUR SMITH

SIR RICHARD MARSH, chairman of British Rail, will leave when his five-year term of office ends in September.

Speculation about whether the Government would wish to renew the contract of the former Labour Minister in view of the heavy losses suffered by BR was rife. But the timing of the announcement was unexpected.

Sir Richard told a hastily-convened Press conference last night that he had taken his decision for two reasons: mounting speculation about his future was creating harmful uncertainty for BR; and the Government was soon to announce a major review of transport policy.

If there were to be fundamental policy changes a new man would be needed to see them through. Without changes, Sir Richard thought, the industry was "unmanageable," and he would not wish to remain.

He complained vociferously about the lack of long-term objectives for BR management and about switches in Government policy.

Sir Richard's departure and

the complaints he made last night about the way chairman of nationalised industries were treated may cause some embarrassment for the Government, which is having difficulty in recruiting top men to fill jobs in the public sector.

Following week-end Press speculation about his future, Sir Richard told a Press conference last night that he was resigning.

A basic conflict, Page 19

With British Rail, Sir Richard sought a meeting yesterday with Mr. Anthony Crosland, the Environment Secretary, to clarify the position.

In what was described as a short but amicable meeting, Mr. Crosland was unable to give a decision, and Sir Richard announced that he would not seek reappointment.

The BR chairman complained last night that it was reasonable to expect to be told of his future when he had only five months of a five-year contract to complete. Such uncertainty would make it difficult for people considering employment with a nationalised Westminster and not within the unions."

Sir Richard said he would certainly seek employment in the private sector. "I have shed my share of blood in the public sector."

Discussing BR's future, Sir Richard said the industry had the capacity to become one of the best in the world, but also to be a very expensive and declining industry. This required political decisions.

He maintained that BR could be a successful commercial operation, but that there was a need to quantify the "social goals" of the business. On freight, for example, it was not enough merely to say that traffic should be transferred from road to rail.

Sir Richard attacked those who saw "simple solutions" to the problems of the railways. It was easy to blame the unions as "convenient scapegoats" and complain of over-manning.

There was scope for major savings on labour, but that was not the major factor. "The key problem in this industry lies in employment with a nationalised Westminster and not within the unions."

### FEATURES

France: the problems for M. Giscard d'Estaing	18
Conflict over rail policy After the Bundesrat vote	19
Chile's most depressed region	15

### FT REPORTS

Drop forging	30-31
J.N. provision trade	26-27

### ON OTHER PAGES

Leading Articles	24
Letters	25
Business News	26
Money Market	27
Parliament	28
Science	29
Share Information	30-31
Stock Exchange	32
The Technical Page	33
Today's Events	34
35	35

For latest Share Index 'phone 01-346 9026.

An exhibition to tell you about the advantages of relocating your business in Northampton, an historic town that is little more than an hour's journey up the M1.

**NORTHAMPTON COMES TO TOWN**

Offices to let  
Schools  
Shops  
Office sites

You can't afford to miss the chance of learning how much you could save—in rents and rates, in time and travelling—if you move your office out of London. Find out now, even if you don't want to arrange your move until the economic climate improves.

**visit the 'Northampton comes to Town' exhibition at the London Press Centre**

Tuesday	16 March	09.30 to 18.00
Wednesday	17 March	09.30 to 18.00
Thursday	18 March	09.30 to 18.00
Friday	19 March	09.30 to 15.00

The London Press Centre is in Shoe Lane (between Fleet Street and Holborn Viaduct). No tickets are required and you'll find the entrance to the exhibition in New Street Square. Nearest underground stations—Chancery Lane and Blackfriars.



# The vicious circle danger

BY C. GORDON TETHER

THE near-disintegration of the European "snake" in face of the tremendous pressures imposed on it by the dramatic slide in the lira and the £ sterling means that the moment of truth has arrived for the world monetary reform issue. For it is now apparent that global currency turbulence is threatening to assume such a dangerously vicious circle character that much more than the hoped for reversal of the global recession will be at risk in the absence of quick action to create an entirely new international monetary system.

The European "snake" was an attempt to create an island of stability out of the shambles in which the world's financial situation had been reduced by the destruction of the Bretton Woods system and the widespread switch to floating rates to which it gave rise. And at one time it looked as though it could provide the basis for a general return to a suitably disciplined international currency system.

That moment was allowed to pass—largely because the U.S. authorities had come to the conclusion that the continuance of the existing set-up would, for a variety of reasons, suit the American purpose best. And as was more or less inevitable in the light of the decision to let the highly volatile currencies float freely, it has itself now begun to disintegrate.

## Stabilisation

What this means is that the international currency war that has been quietly developing during the past year or two is now on the point of moving into a much more active phase. In the earlier stages, it was largely concerned with the efforts of the major countries to off-load their share of the collective oil deficit created by the oil price explosion. In the more intensified form now in prospect, it will be directed primarily at ensuring that domestic economic recovery is not hampered by the level of the exchange rate.

It would be hardly surprising, therefore, if it became a highly competitive business and took the form of a series of "corrective devaluations" on the part of countries adversely affected by devaluations elsewhere put the original devaluers under pressure to strike again.

The sombre nature of the threat this presents to the economic well-being of the world can hardly be exaggerated. Because of the debilitating effect it would have in any number of directions, the outbreak of a full-scale currency war would not merely endanger the hoped-for world economic upturn in 1970—a highly fragile affair in any case. It could well bring back the global recession with a vengeance.

There is, in short, no room for any more shilly-shallying. It has now been clearly demonstrated that global floating contains the seeds of world disaster. The need is to organise a comprehensive international stabilisation operation and to take all necessary steps—including reform of the Euro-currency system—to make it stick.

## Too large

There may be a tendency to see the general reshaping of exchange rate patterns with which this development is associated as just another global realignment of the kind needed from time to time to prevent the international values of the major currencies being touched with reality—something, in other words, that could be expected to have generally beneficial effects. But that would be a mistake.

Some economic justification can, of course, be made out for most of the devaluations that have taken place during the past few years. But in nearly all cases, the adjustments have been so large that the new rates under-value the currencies involved by just as much as the previous rates over-valued them—if not by considerably more.

Most of the countries concerned can justifiably claim—as the Prime Minister did in respect of sterling last week—that these devaluation excesses have been forced on them by the behaviour of the international currency markets. But that does not alter the fact that they are provocative in the sense that they leave other countries' currencies too high for their comfort. And a clear indi-

## RACING BY DOMINIC WIGAN

### Ireland set for hat-trick

THE IRISH, who almost invariably do well at Cheltenham, could take home three of the most valuable prizes in this afternoon's opening-day programme.

I expect them to land the first two races, the Sun Alliance Novices Hurdle and the National Hunt two-mile Champion Chase, with Parkhill and Lough Inagh respectively, and then complete the hat-trick through Davy Lad, who goes for the Sun Alliance Chase.

The best bet from this trio could well be Davy Lad, who justified favouritism in impressive style at this meeting a year ago when defeating Sledge in three lengths in the 20-runner Sun Alliance Novices Hurdle.

Although Mick O'Toole's six-year-old has failed to score in five outings since getting the better of Cancellor in the Wetherby Pattern Chase in mid-November, he has been maintaining smart form and will be ideally suited by the improved ground conditions.

The favourite, Forest King, who has been partnered by his owner-trainer, Ken Hoz, in recent home work on the Cumbria Fells, and the possibly underrated Tobacco Time, may follow Davy Lad home.

Lough Inagh, a three-lengths winner from Royal Relief when taking the National Hunt two-mile Champion Chase in 1970, seems likely to be prohibitive odds to land this £6,000 prize.

CHELTENHAM	
2.30—Parkhill	**
3.40—Lough Inagh	**
3.40—Good Prospect	
4.50—Davy Lad	**
5.50—Sage Merlin	
5.50—The Sundance Kid	

uncharacteristic blunder half a mile from home in the Stoe's Ginger Wine Chase on his last appearance. He should again finish in the money.

Although Parkhill is clearly held on the form book by Stronibolus, his conqueror in a maiden hurdle at Navan, I believe it will pay punters to take a chance and back Davy Lad's stable comrade to come out on top this time. He ought to be ideally suited by this stiff track with its long climb to the finish.

Turning to the ante-post market, Ladbrokes report heavy bets for Zongalero in tomorrow's Arkle Challenge Trophy. After laying Zongalero

## Royal Ascot

THE Royal meeting at Ascot will take place from June 15 to 18. Applications for admission to the enclosure should be made to Her Majesty's Representative, Ascot Office, St. James's Palace, London, S.W.1 before April 30.

Applicants should apply only for members of their family, stating their full names and their ages if they are between 17 and 25. Children under 17 years are not admitted.

Those applying for the first time will require to be sponsored by someone on the royal enclosure list. Visitors on enclosure should apply to their Ambassador or High Commissioner.

In the enclosure ladies will wear formal day dress with hats and gentlemen morning dress or service dress.

## SALE ROOM BY ANTONY THORNCROFT

### Botanical books top £500,000

TO-DAY SOTHEBY'S finally completes the dispersal of Arpad Plesch's celebrated *Stiftung für Botanik*, one of the greatest, if not the greatest, collections of botanical books ever gathered together. The library was formed in Liechtenstein, and by the end of yesterday's auction, the 87th day of the sale—£514,347 had been taken.

The feature of an exceptional morning's bidding yesterday was the £22,000 paid by Quaritch for *Flora Graeca*. This was the original creation of John Sibthorp, a wealthy 18th century botanist who left his estate to Oxford University on the understanding that it would publish his life work.

The task took many decades and the price of a ten-volume set was so high at £284 that only 25 subscribers took all the volumes. The Plesch was one of 40 produced subsequently. It was estimated to sell for £9,000-£11,000.

Also well above expectation

was the £19,000 for one of the works of P. J. Reute, a Belgian generally regarded as the finest botanical artist. It was paid for the eight-volume *Les Liliacées*, produced between 1802-15. It had been forecast to fetch £3,000-£11,000.

Other works by Redouté realised very good prices—*Choix des plus belles fleurs* with 144 plates on large paper, sold for £10,000 (double the estimate) and *Les Roses*, perhaps his most famous work, made £2,500. It contains the originals of the most frequently reproduced plates in botanical literature. It went to a Frankfurt dealer, while another German buyer paid £7,000 for the rare *Flora Monacensis* by Sprengel.

Most of the top prices were about double the saleroom forecast and only 3.85 per cent of the auction was bought in. The sale totalled £132,739. As a measure of the growth in the popularity of botanical works the *Flora Graeca* was sold at Sotheby's in 1963 for just £700. In comparison Christie's had a

## FILM AND VIDEO BY JOHN CHITT

### Cash questions behind case for a Film Trust

THE MOST significant British pioneer in photography was probably William Henry Fox Talbot, the inventor of the negative/positive method which survives to-day. The Frenchman Daguerre announced his own discovery early in 1839, only weeks before Talbot did, but it was the wrong system.

Next year is the centenary of Fox Talbot's death, and now that the nation has a museum of photography at his beautiful house, Lacock Abbey, in Wiltshire, the photographic world is trying to raise money and interest to perpetuate his work. The museum itself still needs £10,000, and all concerned are anxious for the Post Office to issue a Fox Talbot commemorative stamp next year. Since only six commemorative stamps are issued each year—with up to 100 events competing for this accolade—the odds are long. But Talbot was undoubtedly one of Britain's most important inventors, and unlike Baird, his system was the right one. Baird's low definition television invention would have put a large spinning disc inside every modern receiver.

What happens, however, if you find an Aladdin's Cave of amateur films already made but which have no particular home? Last week I had the privilege to meet another of Britain's unsung pioneers, Mr. Matthew Nathan, a civil engineer, who since the early 1890s has been a prolific producer of amateur films about the architecture and the environment. His work is certainly as good as any of the kind known in some quarters, and like *Liberation* Film a few copies of his films are scattered in places like the Central Film Library and the National Film Archive. But interest in his work and a desire to preserve it has been piecemeal. Central Film Library seems to have stopped taking films now, and the Archive is not leading library anyone. Mr. Nathan has made scores of films on subjects ranging from Charles in 1897 to Corbusier in 1954—even an unlikely topic like the development of the jet aircraft. The media industry itself is rarely lacking in generosity. Kodak, for example, has a scheme for financing worth-

## Amateur

Mr. Nathan is an old-time enthusiast and he has cash every year to support a film society community experiment. But inevitably there are grey areas where money may not be enough or where it is mostly taken from the pockets of the few who might have a money-making venture relevant to its own responsibility. Some sponsorship for it is a co-ordinated attempt to preserve it. Mr. Nathan's latest film commemorates the history of the steam locomotive—came from the motive power of British Transport Films, an obvious source. But faced with the task of filming a subject like the World Rowing Championships—held in Britain for the first time last year—who pays? Happily, the Guardian Film Exchange, Assurance Group did so, and a spokesman for rowing responded by saying at the premier of the film: "You can be sure that we shall do our best to bring credit and enhance the name of the Guardian Rowing." There are, indeed, rewards for sponsors in even the most unlikely ventures.

In such situations, generosity and the banks, tobacco companies, become involved in trying to cope with help. Nearly all oil giants have a dis-

## Generosity

generosity and the banks, tobacco companies, become involved in trying to cope with help. Nearly all oil giants have a dis-

## Competing

Unfortunately, other media realms are often competing for the same limited amount of money or recognition. The Scottish pioneer of the documentary film, Dr. John Grierson, has been remembered by the recent founding of the Grierson Trust. Established by the British Federation of Film Societies, the Trust is aiming to raise enough cash to turn the Federation's annual short film award, the Grierson Award, into a valuable prize to encourage age short film production. At present the winner of the Award holds for one year an excellent bronze head of Grierson by Robert Jones; but it is money that counts for film-makers, and the short film has always been the poor relation.

The media industry itself is rarely lacking in generosity. Kodak, for example, has a scheme for financing worth-

## TV/Radio

† Indicates programme in black and white.

**BBC 1**

7.05 a.m. Open University (UHF only). 8.30 For Schools. 1.00 Pobble 3.00. 1.45 Bod. 2.00 You and Me. 2.15 For Schools. 3.00. 3.15 Debrau Canu Debrau Canu (Welsh song of praise). 4.00 Play School. 4.25 Crystal Tins and Alastair. 4.30 Juckanory. 4.45 Goober and the Ghost Chasers. 5.00 John Craven's Newsround. 5.15 Vision (m). 5.40 Captain Pugwash. 5.45 News. 6.00 Nationwide. 7.10 Buzz Bunny.

7.30 Merry Queen Whodunit. 8.10 Warship. 9.00 News. 9.25 Play for To-day. "Tip Toe Through the Tulips," by Beryl Bainbridge. 10.40 To-night. 11.15 Play Sport. 11.40 Weather/Regional News. All regions as BBC 1 except at the following times:

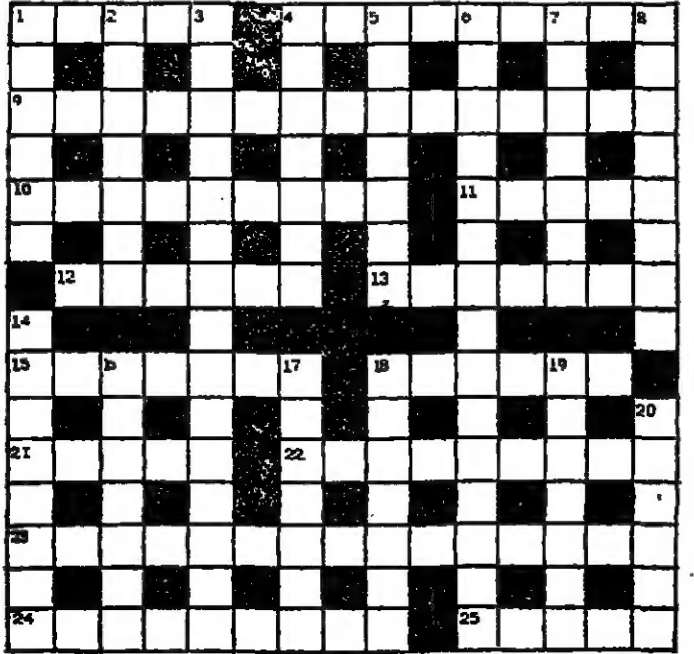
Wales—2.40-3.00 p.m. For Schools. Gwlad a Thref. 6.00-6.40 Wales To-day. 6.40-7.00 Heddiw. 7.00-7.30 Campus. 7.30-7.45 Tom and Jerry. 7.45-8.10 Tomorrow's World. 11.40 News and Weather for Wales. Scotland—6.00-6.40 Reporting Scotland. 6.40-7.10 Se 'Ur Beatha.

11.15-11.45 Who Are The Scots? 11.45 News Summary and Weather for Scotland. Northern Ireland—3.58-4.00 p.m. Northern Ireland News. 6.00-6.40 Six. 6.40-7.00 Heddiw. 7.00-7.30 Campus. 7.30-7.45 Tom and Jerry. 7.45-8.10 Tomorrow's World. 11.40 News and Weather for Northern Ireland. Midlands—6.00-6.40 p.m. National. 6.40-7.00 Heddiw. 7.00-7.30 Campus. 7.30-7.45 Tom and Jerry. 7.45-8.10 Tomorrow's World. 11.40 News and Weather for Midlands. South-West (from Plymouth). 6.40-7.10 London: Nationwide on the Road. North (from Leeds) Top Town—Barnsley v Bradford; North-West (from Manchester) According to O'Connor; North-East (from Newcastle) Looks Natural; Midlands (from Birmingham) Major Minor; Piano contest (from Southampton); Spotlight West Part Two; South-West (from Plymouth) Peninsula Platform; South (from Southampton) Success Story; East (from Norwich) The Tuesday Music Show; New series.

**BBC 2**

6.40 a.m. Open University. 11.00 Play School. 2.15 p.m. Racing from Cheltenham. National Hunt Festival. 2.30 Sun Alliance Novices' Hurdle. 3.05 National Hunt Two-mile Champion Chase. 3.40 Joe Coral Golden Hurdle Final (handicap). 3.50 Sun Alliance Steeplechase. Sun Open University. 7.05 Ensemble. 7.20 Newsday. 7.45 The Book Programme. 8.10 International Pro-Celebrity Golf. Special challenge match. Peter Oosterhuis vs. Tom Watson. 9.00 One Man and His Dog. Heat 4: Wales. 9.25 The Man Alive Report. 10.15 The Old Grey Whistle Test. 10.25 Newsnight. 11.20 Closedown. Gary Watson

## F.T. CROSSWORD PUZZLE No. 3031



- ACROSS**
- Destroy—with tears? (3, 2)
  - So lawful or just a lawyer? (9)
  - Candid speech or a sound poker hand taking about a pound (8, 7)
  - One who plunders some French soft lubricant? (9)
  - One's single items? (5)
  - Offer a service containing rubber? (6)
  - Receiver in old line is a nuisance? (7)
  - Exalted, piously through little Edward? (7)
  - Fairly beautiful? (6)
  - Scottish intent taking part in settlement? (5)
  - Cowboy or pilot? (9)
  - What choreographers do to shape a person's course (6, 4, 5)
  - Put down or set down about it? (9)
  - Placed at the end of 24? (5)
- DOWN**
- Live and note pretentious air? (6)
  - Scanner for each employer? (7)
  - Convict's words or verdicts (6, 9)
  - Student or learned man? (7)
  - Belonging to the side and are left perhaps? (7)
  - Speculative ventures or supposed dangers? (10, 5)
  - Put it out in order to get teaching? (7)
  - The place for keeping records or organ stops? (8)
  - Was present at and waited upon? (8)
  - A snare operated by cyclists (3, 4)
  - Put out of shape and misrepaired? (7)
  - Felga to be a sutor? (7)
  - Tril about eastern politician creates a storm? (7)
  - Not accustomed to being new? (5)

## SOLUTION TO PUZZLE No. 3030

**ACROSS**

- DESTRUCT
- ATTORNEY
- POKER
- GREASE
- POSSESSIONS
- RUBBER
- RECEIVER
- EDWARD
- BEAUTIFUL
- SETTLEMENT
- COWBOY
- CHOREGRAPHERS
- SET DOWN
- PLACED

**DOWN**

- PRETENTIOUS
- SCANNER
- VERDICTS
- STUDENT
- PERIPHERALS
- VENTURES
- TEACHING
- RECORDS
- PRESENT
- SNARE
- MISREPAIRED
- FELGA
- STORM
- NEW

## GRANADA

1.30 p.m. The Royal Ballet. 2.30 p.m. The Royal Ballet. 3.30 p.m. The Royal Ballet. 4.30 p.m. The Royal Ballet. 5.30 p.m. The Royal Ballet. 6.30 p.m. The Royal Ballet. 7.30 p.m. The Royal Ballet. 8.30 p.m. The Royal Ballet. 9.30 p.m. The Royal Ballet. 10.30 p.m. The Royal Ballet. 11.30 p.m. The Royal Ballet.

## OPERA & BALLET

1.30 p.m. The Royal Ballet. 2.30 p.m. The Royal Ballet. 3.30 p.m. The Royal Ballet. 4.30 p.m. The Royal Ballet. 5.30 p.m. The Royal Ballet. 6.30 p.m. The Royal Ballet. 7.30 p.m. The Royal Ballet. 8.30 p.m. The Royal Ballet. 9.30 p.m. The Royal Ballet. 10.30 p.m. The Royal Ballet. 11.30 p.m. The Royal Ballet.

## THEATRES

1.30 p.m. The Royal Ballet. 2.30 p.m. The Royal Ballet. 3.30 p.m. The Royal Ballet. 4.30 p.m. The Royal Ballet. 5.30 p.m. The Royal Ballet. 6.30 p.m. The Royal Ballet. 7.30 p.m. The Royal Ballet. 8.30 p.m. The Royal Ballet. 9.30 p.m. The Royal Ballet. 10.30 p.m. The Royal Ballet. 11.30 p.m. The Royal Ballet.

## THEATRES

1.30 p.m. The Royal Ballet. 2.30 p.m. The Royal Ballet. 3.30 p.m. The Royal Ballet. 4.30 p.m. The Royal Ballet. 5.30 p.m. The Royal Ballet. 6.30 p.m. The Royal Ballet. 7.30 p.m. The Royal Ballet. 8.30 p.m. The Royal Ballet. 9.30 p.m. The Royal Ballet. 10.30 p.m. The Royal Ballet. 11.30 p.m. The Royal Ballet.

## THEATRES

1.30 p.m. The Royal Ballet. 2.30 p.m. The Royal Ballet. 3.30 p.m. The Royal Ballet. 4.30 p.m. The Royal Ballet. 5.30 p.m. The Royal Ballet. 6.30 p.m. The Royal Ballet. 7.30 p.m. The Royal Ballet. 8.30 p.m. The Royal Ballet. 9.30 p.m. The Royal Ballet. 10.30 p.m. The Royal Ballet. 11.30 p.m. The Royal Ballet.

## THEATRES

1.30 p.m. The Royal Ballet. 2.30 p.m. The Royal Ballet. 3.30 p.m. The Royal Ballet. 4.30 p.m. The Royal Ballet. 5.30 p.m. The Royal Ballet. 6.30 p.m. The Royal Ballet. 7.30 p.m. The Royal Ballet. 8.30 p.m. The Royal Ballet. 9.30 p.m. The Royal Ballet. 10.30 p.m. The Royal Ballet. 11.30 p.m. The Royal Ballet.

## THEATRES

1.30 p.m. The Royal Ballet. 2.30 p.m. The Royal Ballet. 3.30 p.m. The Royal Ballet. 4.30 p.m. The Royal Ballet. 5.30 p.m. The Royal Ballet. 6.30 p.m. The Royal Ballet. 7.30 p.m. The Royal Ballet. 8.30 p.m. The Royal Ballet. 9.30 p.m. The Royal Ballet. 10.30 p.m. The Royal Ballet. 11.30 p.m. The Royal Ballet.

## THEATRES

1.30 p.m. The Royal Ballet. 2.30 p.m. The Royal Ballet. 3.30 p.m. The Royal Ballet. 4.30 p.m. The Royal Ballet. 5.30 p.m. The Royal Ballet. 6.30 p.m. The Royal Ballet. 7.30 p.m. The Royal Ballet. 8.30 p.m. The Royal Ballet. 9.30 p.m. The Royal Ballet. 10.30 p.m. The Royal Ballet. 11.30 p.m. The Royal Ballet.

## THEATRES

1.30 p.m. The Royal Ballet. 2.30 p.m. The Royal Ballet. 3.30 p.m. The Royal Ballet. 4.30 p.m. The Royal Ballet. 5.30 p.m. The Royal Ballet. 6.30 p.m. The Royal Ballet. 7.30 p.m. The Royal Ballet. 8.30 p.m. The Royal Ballet. 9.30 p.m. The Royal Ballet. 10.30 p.m. The Royal Ballet. 11.30 p.m. The Royal Ballet.

## THEATRES

1.30 p.m. The Royal Ballet. 2.30 p.m. The Royal Ballet. 3.30 p.m. The Royal Ballet. 4.30 p.m. The Royal Ballet. 5.30 p.m. The Royal Ballet. 6.30 p.m. The Royal Ballet. 7.30 p.m. The Royal Ballet. 8.30 p.m. The Royal Ballet. 9.30 p.m. The Royal Ballet. 10.30 p.m. The Royal Ballet. 11.30 p.m. The Royal Ballet.

## THEATRES

1.30 p.m. The Royal Ballet. 2.30 p.m. The Royal Ballet. 3.30 p.m. The Royal Ballet. 4.30 p.m. The Royal Ballet. 5.30 p.m. The Royal Ballet. 6.30 p.m. The Royal Ballet. 7.30 p.m. The Royal Ballet. 8.30 p.m. The Royal Ballet. 9.30 p.m. The Royal Ballet. 10.30 p.m. The Royal Ballet. 11.30 p.m. The Royal Ballet.



# Unsuspected pleasures

by DENYS SUTTON, Editor of Apollo

Cologne theatre

## Urfaust, by RONALD HOLLOWAY

This may be a slight exaggeration, but the whole of the German Sturm und Drang early romantic period is traceable to the fragment known as *Urfaust*, the rough beginnings of Goethe's 50-year, lifelong, emotional encounter with the self that resulted in one of Western civilisation's great pieces of literature. At least, that seems to be the contention of Hans-günther Heyme's all-embracing production of the earlier, proscenium-stage manuscript at the Cologne Schauspielhaus. As with most of his classical interpretations, this one is original, singular and outstanding.

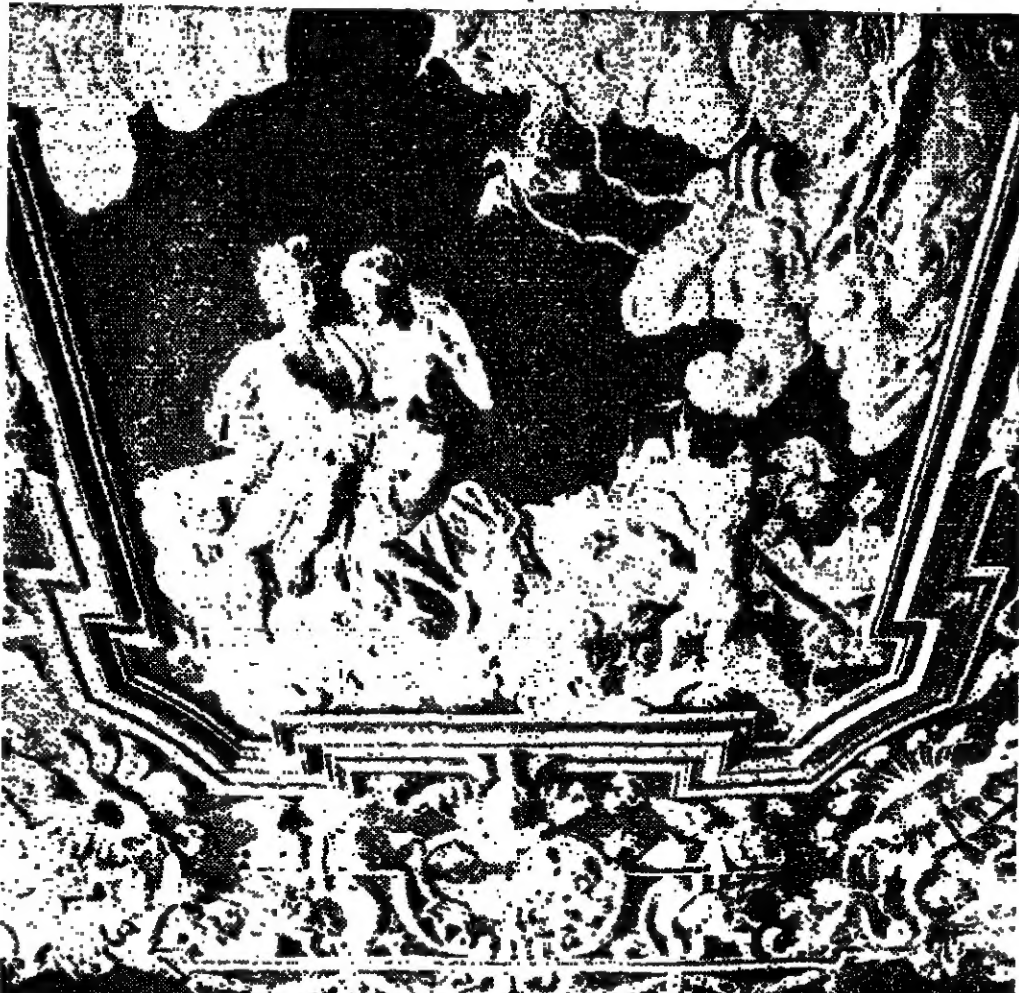
Goethe's *Urfaust* was discovered and published in 1887 by Luise von Göthehausen, one of the ladies of the Weimar Court, nearly 50 years after *Faust I* appeared in print (1808) and almost two decades after *Faust II* (1832). Heyme's production is published (1976). We can ascertain that this magnificent theme was one of a series of inspirations exploding through his mind in the 1771-75 Frankfurt period, between his return from Strasbourg and his departure for Weimar. Immediately after the young poet's first flush with success at the appearance of *Die Leiden des Werthers* (the novel had inspired parodies as well as imitations). During these years Goethe dashed off *Sorcerer's Apprentice*, a philosophical tragedy; *Alchymist*, a religious tragedy; *Der ercize Jude*, an epic; and *Prometheus*, a dramatic soliloquy; and other sketches such as *Saturnus* and *Cäsar*—it was a time of inner ferment at a heightened pitch of emotions running wild, of the so-called "Geniezeit" in German literature. If we take the long-distance view of the 18th century, *Urfaust* marks Germany's quarter-century repayment to Western (primarily French, but also British) literary influences that, for three-quarters of a century, nourished through rationalism and individualism to a startling spiritual vitality.

Heyme is distinctly aware of these historical stages in the development of *Faust*, but he goes beyond the material to present his own personal vision of *Urfaust* as a document relating to and commenting on our own times. He has done the same before with a "latter production of Hebel's *Die Leiden des Werthers* in the mid-18th century, was set in a Paris-inspired, steel-domed setting at the end of the century to comment apocallyptically on the present and the future of technological man. *Urfaust* is thus a microscope turned on the German classical period to dissect the creative, turbulent energy in the fragment itself from the tasteless vulgarities of the low-brow *Spießbürger* who imagines himself the individual champion of traditional *deutsche Kultur*. In other words, Heyme scarcely resists the temptation to make fun at the *Bildung* (the long-range educational) character of subsidised German theatre.

He does it in grand style. *Faust* himself is a pudgy-cheeked, vacant-eyed dreamer dressed in the garb of Goethe's Italian-trip travelling idyll, modelled on the Tischbein painting, now popularised to a rather common poster, the 50-year-old, emotional encounter with the self that resulted in one of Western civilisation's great pieces of literature. At least, that seems to be the contention of Hans-günther Heyme's all-embracing production of the earlier, proscenium-stage manuscript at the Cologne Schauspielhaus. As with most of his classical interpretations, this one is original, singular and outstanding.

Goethe's *Urfaust* was discovered and published in 1887 by Luise von Göthehausen, one of the ladies of the Weimar Court, nearly 50 years after *Faust I* appeared in print (1808) and almost two decades after *Faust II* (1832). Heyme's production is published (1976). We can ascertain that this magnificent theme was one of a series of inspirations exploding through his mind in the 1771-75 Frankfurt period, between his return from Strasbourg and his departure for Weimar. Immediately after the young poet's first flush with success at the appearance of *Die Leiden des Werthers* (the novel had inspired parodies as well as imitations). During these years Goethe dashed off *Sorcerer's Apprentice*, a philosophical tragedy; *Alchymist*, a religious tragedy; *Der ercize Jude*, an epic; and *Prometheus*, a dramatic soliloquy; and other sketches such as *Saturnus* and *Cäsar*—it was a time of inner ferment at a heightened pitch of emotions running wild, of the so-called "Geniezeit" in German literature. If we take the long-distance view of the 18th century, *Urfaust* marks Germany's quarter-century repayment to Western (primarily French, but also British) literary influences that, for three-quarters of a century, nourished through rationalism and individualism to a startling spiritual vitality.

Heyme is distinctly aware of these historical stages in the development of *Faust*, but he goes beyond the material to present his own personal vision of *Urfaust* as a document relating to and commenting on our own times. He has done the same before with a "latter production of Hebel's *Die Leiden des Werthers* in the mid-18th century, was set in a Paris-inspired, steel-domed setting at the end of the century to comment apocallyptically on the present and the future of technological man. *Urfaust* is thus a microscope turned on the German classical period to dissect the creative, turbulent energy in the fragment itself from the tasteless vulgarities of the low-brow *Spießbürger* who imagines himself the individual champion of traditional *deutsche Kultur*. In other words, Heyme scarcely resists the temptation to make fun at the *Bildung* (the long-range educational) character of subsidised German theatre.



Compton Place, Eastbourne—the ceiling of the King's bedroom.



Compton Place, Eastbourne—the ceiling of the King's bedroom.

### Golden Jubilee for organists

As part of the Golden Jubilee celebrations of the Organ Club there will be a luncheon party at the Alcega Rooms, Great Eastern Hotel, on Saturday, March 20, at which the Duchess of Kent and Mr. Edward Heath will make speeches.

### Arts news in brief . . .

The Bach Choir announces that the Prince of Wales has graciously consented to accept the office of President of the Choir to mark the Choir's centenary.

The centenary of the Choir's first performance in Britain will be celebrated on Monday, April 26 at the Albert Hall when they will sing Bach's Mass in B Minor.

On Tuesday, April 13 the London Symphony Orchestra conducted by David Atherton will give the world premiere of *Sinfonia di Sferi* by Alexander Panufnik. This "Symphony of Spheres" is the fifth by a Polish-born naturalised British composer, who has lived and worked in England for 20 years. The symphony follows his *Violin Concerto* (1971) and more recent *Sinfonia Concertante* (1973), and was completed at the end of 1975.

The characteristic feature of the new work, both aurally and spatially, is the part for 12 drums. These are strategically placed in three groups of four, at right, left and back of the orchestra, providing a kind of rhythmic obligato throughout the piece. The drums, together with a prominent piano part, are the only percussive elements in the work otherwise scored for triple woodwind, four brass instruments and strings.

The Scottish National Orchestra in association with the University of Glasgow, has announced details of the third Musica Nova Festival of Contemporary Music, to be held in Glasgow from September 12-18.

Four Musica Nova commissions to be performed by the Scottish National Orchestra on September 18 have come to Harrison Birtwistle, the young French composer, Jean-Claude Eloy, to Scotsman David Dornward and to the present Cramb Fellow in Composition at the University of Glasgow, George Newson. In addition to the commissioned works for orchestra each composer will have a previously written work for small ensembles performed at one of the other concerts.

characteristic feature of set, they imitate so well that compare the blurring of the moody. They exceed the original.

Mr. Beard's story starts in 1501 when the Worshipful Company of Plasterers was awarded a charter by Henry VII. His plan in undertaking the chapter on Tudor plasterwork is pertinent and, he carefully brings out the impact of foreign influence in England, investigating such themes as the role of Nicholas Bellini of Modena at the ability being employed in such enterprises as a work derived from Fontaine and the sort of work house. He also makes clear how Roman villas—mosaics, country districts had been linguished it could be.

The use made of foreign patterns by English craftsmen is a fascinating subject to which the author does justice. A prime example is Abraham Smith's great hunting frieze in the High Great Chamber at Hardwick Hall, Derbyshire, which is based on designs by Martin de Vos and Nicholas de Bruyn and is one of the finest decorations of its type in existence. Another house with splendid plasterwork is Boston Manor House, Middlesex and another will be interested to note that it was built for the widow of Sir William Resende, a stepson of Sir Thomas Gresham.

In recent years research has been taking place about the role of the Office of Works which held a vital position as a source of patronage from the accession of Charles II to the death of William III. This chapter provides a useful synoptic account of the patronage exercised by the crown. Attention is drawn to the work done by George Dunsterdie (Dunsterfield) for the Palace of Holyroodhouse, which contains a full-size representation of a human figure.

The opportunities for the decorative artist in the 18th century were numerous and were seized by many craftsmen who went in for plaster work. An from offices held, rents estimates. How fascinated, for instance, that Sir John Janzen, a Governor of the South Sea Company, when the house had to be disposed of, the house at Wimbledon, the Dukes of Marlborough, other hand, Sir Robert got out in time and of his profits to build an and to employ foreign

is also supplied about terial and tools used for work and the illustrations latter are derived from

Moxon's *Mechanical* of 1700. Those in in how the craftsmen will be delighted by the dealing with guilds and ties.

A considerable as to local activity ed by foreign craftsmen, Christopher Wren wrote of "Our English art is not enough at inventions; but voice a foreign pattern is

raised by this strange juxtaposition of noble savage and civilised Frenchman. Some of it was — form in 1786. On his — he became something of a phenomenon, published his wife and daughter to refresh a sexual initiation of a young couple. This detail is blended with dialectic on civilised morals, to property, brutality, incest, and even venereal disease.

Double, performed the dialogue over an impressive Tahitian mat and under a mirror so angled that further the questions the man's resplendent design

forms a more or less permanent backcloth.

There are three performers. Christine Anhuys, Jean-Louis Manceau and Maxence Mailfort, and they weave a medley of interesting scenic ideas to distract us or refresh us, as necessary. Thus Diderot's long discussion between Orou and L'Amourier on sexual morals is split three ways, between a fight between two males, a massage session, and eating oranges, the idea being gently to infuse the ideas with a touch of Emmanuelle.

Unfortunately Diderot doesn't

## e Supplement au Voyage de Bougainville

by GARRY O'CONNOR

Bougainville was one of the Frenchmen to circumnavigate the globe, a feat he set out in 1768. On his — he became something of a phenomenon, published his wife and daughter to refresh a sexual initiation of a young couple. This detail is blended with dialectic on civilised morals, to property, brutality, incest, and even venereal disease.

Double, performed the dialogue over an impressive Tahitian mat and under a mirror so angled that further the questions the man's resplendent design

forms a more or less permanent backcloth.

There are three performers. Christine Anhuys, Jean-Louis Manceau and Maxence Mailfort, and they weave a medley of interesting scenic ideas to distract us or refresh us, as necessary. Thus Diderot's long discussion between Orou and L'Amourier on sexual morals is split three ways, between a fight between two males, a massage session, and eating oranges, the idea being gently to infuse the ideas with a touch of Emmanuelle.

Unfortunately Diderot doesn't

## Porgy and Bess La Salle Quartet

are greater twentieth out tune in an evening replete opera, but — her delicacy of touch (the French Storch) at opera used to have in and the hummingbird cool charm, day, and must have again of her tall willowy presence to survive. Gerahwin's fitted the part to perfection.

By them the evening was made, and also by the sweet singing of "Summer Time" (Dinah) with unexpectedly Harnia, Clara), and the impatience implications." This stoned, if vocally unequalled, Meliers on the first delivery of "My man gone now" (Dorothy Ross, Sereva). Gerahwin's design appears no more than a tossed canvas filled with these numbers, until one begins performance, conducted to admire their pacing

MAX LOPPERT

## Amorous byways

by B. A. YOUNG

With songs about her first man, her first rich man, her first short, her first love, her first conviction and so forth, Sally Miles in *Bed and Some Times* Breakfast at the Little Theatre encapsulates every known cliché about women except the traditional golden rule. At the piano, Colin Tarn knows, black Americans accompany songs of the school of Sandy Wilson spiced occasion ally with some dashing bitonality and sings a male-oriented commentary.

It seems to me amazingly old-fashioned. This theatre deals so exhaustively with sex these days that this sort of daring is daring no longer. Nor in this instance is it enlightening or even moving, since the details given of life on the game are superfluous and the lady's emotions are completed the striking straight from stock.

Charles's Baby

Charles is a dominant lady on designed the bed-sit.

## SKF

### Financial Statement

SKF Group sales for the twelve months ending 31st December 1975 were 6,851 million Swedish kronor (Skr) compared with Skr 6,900 million for 1974. Group income before provisions and taxes amounted to Skr 567 million (802 m) equivalent to 8.3 per cent of turnover.

The turnover figure includes Skr 185.4 million attributable to The Sheffield Twist Drill and Steel Company Ltd (STDS) and Société Anonyme de Recherches de Mécanique Appliquée (SARMA) which were acquired in 1975. Income includes Skr 7.15 million generated by these companies after their acquisition by SKF.

Announcing the figures, Group Managing Director Lennart Johansson said that turnover largely reflected the decrease in world industrial production. 1976 sales were expected to increase but income was expected to be lower than that for 1975. More accurate forecasts would be given at the time of the shareholders meeting when the January/April results would also be available.

The Board and the Managing Director proposed a dividend of Skr 4.50 per share. This is equivalent to Skr 4.48 for the preceding year, taking into account the rights and bonus shares issued in 1975.

The Annual General Meeting will be held in Göteborg on 26th May.

	Financial Year to 31st December 1975		Financial Year to 31st December 1974
Sales	mkr 6,851.4	000	mkr 6,900.2
Cost of goods sold	4,613.0	67.3	4,591.8
Selling and administrative expenses	1,047.7	15.3	979.1
Operating income before depreciation	1,190.7	17.4	1,329.5
Depreciation	442.2	6.5	410.7
Operating income after depreciation	748.5	10.9	918.6
Financial income and expenses-net	-154.8		-132.3
Sundry income and expenses-net	-26.4		15.7
Income before provisions and taxes	567.3	8.3	802.0
Provisions	-105.4		-230.6
Taxes	-186.3		-265.8
Minority interest in income	-7.5		-12.7
Net Income	268.1		294.9
Investment in plant and property	640.1		425.7
Cost calculated depreciation	585.7		477.5
Average number of employees	61,019		61,005
Calculated income in kronor per share in the parent company	12.65		20.25

\* Calculated on replacement values as from 1975.  
\*\* Operating income after deductions of cost calculated depreciation, reduced by financial income and expenses (net), less taxes 46%. The 1975 calculation is based on the number of shares after the rights and bonus issues.

### The return of Shirley MacLaine

Shirley MacLaine is to make another visit to England in May and June. She will play the Winter Garden, Bournemouth, on May 10; the Southport Theatre on May 12-15; and the London Palladium on May 17 to June 5.

### DOMINIC GILL



# Have you got what it takes to do business in Japan?

Up-to-date marketing data on Japanese and Far Eastern industry.	Tick here
Knowledge of aspects of Japanese business—like distribution, advertising, banking and law.	
A Right to Tokyo in an aircraft with a special compartment reserved specially for businessmen.	
Business cards printed in your own language and Japanese.	
A fully-staffed, comprehensively-equipped office for your use in downtown Tokyo.	
Facilities for arranging interpreters, secretaries, chauffeurs and guides.	
Someone to help you get a hotel room for a reasonable rate at short notice.	

If you've managed a few ticks, you probably know all about JAL Executive Service. If not, while your pen is still in your hand, fill in the coupon below and mail it today. We'll send you our new brochure on the JAL Executive Service, the first and still the most comprehensive package of business aids for the executive visiting Japan. It makes sure you get all the help you need before you go, on the way and when you arrive.



JAPAN AIR LINES

To: Japan Air Lines, 8 Hanover Street, London W1R 0DR.

Please send me a copy of the new JAL Executive Service brochure describing all the ways JAL will help me on my business trips to Japan.

F.T.5

Name \_\_\_\_\_ Position \_\_\_\_\_  
Company \_\_\_\_\_ Address \_\_\_\_\_



## Our place in the country.



When Food Brokers Limited was first created fourteen years ago, we little realised the scale of the contribution we would soon be making towards keeping down the price of grocery and confectionery products.

Today we handle over £35 million-worth of food, non-food and confectionery on behalf of non-competing manufacturers.

Marketing, selling, distributing, merchandising, administering, cash collecting and accounting.

But at a fixed percentage cost, so helping the manufacturer to maintain competitive prices.

And from our headquarters at Esher, Surrey, we provide

the kind of high-calibre expertise that's essential in selling high-volume national brands.

The economies achieved enable us to employ methods of analysis and planning that are denied to many manufacturers operating alone.

Our IBM computer complex is one of the most advanced in the country and handles the interests of principals whose products are household names.

Babycham, Coca Cola, Green-Giant, Kiwi, Lift, Primula, TCP, Tic Tac, Swel and others.

For them we've proved that the total selling service of Food Brokers Limited makes sound economic sense in today's economic climate.



Britain's Leading Brokers

For further information contact Desmond Cracknell at our place in the country: Food Brokers Limited, Millburn, Copernice Lane, Esher, Surrey KT10 9EP, England. Telephone Esher 04381. Telex 942973

## WORLD TRADE NEWS

### Iran acts to discourage used car imports

BY ROBERT GRAHAM

IRAN IS making a determined attempt to cut down the import of foreign cars, by abolishing all customs concessions previously applied to used cars. In the year ending March 31, it is estimated that Iranians will have imported 65,000 cars, almost half of which are used models.

The new regulations, operational as of March 21, will mean that customs regulations will now be the same for both used and new models. Previously there had been a discount on customs fees for used imported models—starting from almost 70 per cent in the case of 1971 registered vehicles down to 20 per cent for 1975 models.

These concessions resulted in a flood of Iranians purchasing cars abroad, often used models with a preference for Mercedes, Peugeot and BMW, and driving them back to Iran. In the financial year about to end as much as \$800m. will have been spent on foreign car purchases.

The hope is that the new regulations will cut to some 35,000 the number of cars imported in 1976-77. Although this will mean a drop of 15 per cent in customs revenues, the Government hopes to boost the local motor industry. The 15 per cent drop will also be compensated by hefty new registration taxes beginning at \$420 and an annual municipal road tax.

In the short term this is likely to lead to a further rise in the black market price of locally assembled cars since

production cannot meet demand. No production figures for 1975-76 have been released yet but it is understood that total passenger car production by the three manufacturers—Iran National with Peykan (the local version of the Hunter), Citroen and GM Iran—will be little more than 80,000. Peykan, the largest producer, has assembled little more than 60,000 against a much downgraded forecast of 75,000.

Peykan's production bottlenecks are unlikely to be relieved before August when a new press

shop is due to come into operation. If this begins operations on schedule, Peykan production could be substantially boosted, in turn meaning greater orders of parts supplied by Chrysler U.S.A. Peykan still hopes to be producing around 280,000 cars by the end of next year. One unknown factor is the effect of new price rises on demand. Peykan has just raised its price 24 per cent to Rials 323,000 (\$4,550) (excluding road and registration taxes) while the black market price for immediate delivery—as opposed to a four month wait—is \$5,800.

### Quotas cut Australian car imports by 51%

BY KENNETH RANDALL

CANBERRA, March 13.

AUSTRALIA'S IMPORTS of cars in February, at 5,935, were the lowest since March last year under the continuing effect of tariff quotas which are due to expire at the end of this month.

The total number of imports in the eight months to the end of February was 51 per cent lower than that in the corresponding period of 1974-75, at 127,981 against 206,585.

Imports from Japan in the latest eight months period were 49,081 compared with 100,959 in the earlier period. With the

exception of Britain, imports from all supplying countries were down significantly. British imports were up from 2,051 to 2,327, largely reflecting the changed role of Leyland Australia as a specialist importer, rather than local manufacturer. The Minister for Industry and Commerce, Senator Robert Cotton, is expected to place before the Cabinet within the next fortnight a new general policy on Australian car manufacture, including local content requirements, entry of new manufacturers and imports.

### Teves' U.S. expansion plans

BY TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

THE ANNOUNCEMENT that Alfred Teves, the German brake-manufacturing company, has established a plant in the U.S. with the aim of beginning production next spring marks a major move in the company's overseas expansion plans.

A subsidiary of International Telephone and Telegraph and claimed to be the world's largest independent disc brake manufacturer, Teves began a deliberate policy of overseas investment about three years ago. Since then the Frankfurt-based company has expanded its Brazilian factory (established to serve Volkswagen), set up a manufacturing facility in the U.K., and developed exports to Japan, where it has a close connection with Renault.

The U.S. plant at Culpeper, Virginia, will be one of the first manufacturing operations established in the U.S. by the European automotive industry. It follows growing interest by the U.S. car manufacturers in European technology, sparked off by the gradual reduction in the size of American cars.

Teves expects to sign contracts to supply one of the big U.S. car manufacturers within the next few weeks. At the same time, it clearly stands to gain if the Volkswagen supervisory Board decides, as expected, in favour

of establishing an assembly plant in the U.S. VW is widely believed to be planning an announcement on its U.S. plans next month. The aim in America is to build up to a turnover of \$100m. by 1980, according to Mr. John Chruski, group executive for ITT's Automotive Products Group based in Brussels.

Teves, with a turnover of well over \$300m. in 1975, is the largest concern in the ITT Automotive Products Group, which itself is now one of the major European component concerns, turning over about \$700m. a year. Mr. Chruski says that, like Teves, the other companies in the group will be looking for expansion opportunities overseas.

These companies include SWF, the Stuttgart electrical components manufacturer, Kom, the Dutch shock absorber company, and a group of Italian businesses. Kom already has a plant in France, and exports about 50 per cent of its products.

FORD of Britain has won a £1m. contract to supply 200 specially designed bus chassis to the Metro-Manila Transit Authority of the Philippines.

The Ford truck design team adapted the successful D-Series chassis for use on rough Philippine roads by raising the power train and electric above wheel height.

### Renault considers dealer network in Japan

PARIS, March 15

REGIE NATIONALE des Usines Renault has contacted Capital Enterprise on a possible dealer network for Renault cars in Japan, but no decision has yet been taken, a Renault spokesman said.

Capital Enterprise is one of the dealerships in the British Leyland chain in Japan. The BL

decision to stop exporting the D-Series, because of the difficulty in achieving the local exhaust emission standards, has led to Capital Enterprise's decision to consider selling Renaults instead.

Less than 700 French cars were sold on the Japanese market in 1975 and the vast majority were made by Citroen.

### Brazil steel project will export 40% of output

BY DAVID WHITE

RIO DE JANEIRO, March 15.

CONSTRUCTION of a Brazilian-Italian-Japanese joint steel-making venture at Tubarao on the southeast coast of Brazil is due to start by next January, following a long-awaited agreement between the three partners.

The steel mill, expected to cost between \$1.7bn. and \$2bn., will be 51 per cent owned by Siderbras, the recently formed Brazilian State holding company, with the remaining share split between the Italian group Finsider and Kawasaki Steel.

The decision to go ahead with the project has been held up for about a year, during which time two other important steel projects involving Japanese partners have been shelved. These are a 1.5m. ton Jamina plant, which was due to have been built at Tubarao in conjunction with Kobe Steel, and a 4m. ton steel mill which Nippon Steel was to have shared with the Brazilians at Itaipu on the northeast coast.

Kawasaki gave its go-ahead for the Tubarao project at the end of last week, and Finsider has also confirmed its 24.5 per cent participation. The joint company is expected to be formed in June.

according to Kawasaki representatives here, and construction is expected to be completed by the end of 1979.

The plant will produce 3m. tons of steel a year in the first stage, and this level is to be doubled in a second phase starting in 1982.

At least 40 per cent of the production will be for export, through the Italian and Japanese partner companies—40 per cent will be earmarked for the Brazilian market, and 20 per cent will be available for the joint company to market either in Brazil or abroad, depending, among other things, on the progress of Brazil's national steel plan.

The ore for Tubarao will be supplied direct from the mining complex of Companhia Vale do Rio Doce (CVRD). The port of Tubarao is currently the world's largest iron ore shipping terminal.

The Brazilian Government envisages reaching self-sufficiency in steel around 1980, when consumption is expected to have increased to around 20m. tons a year from last year's 11m. tons. This assumes that expansion programmes by the three main state-run companies, Companhia Siderurgica Nacional (CSN),

Cosipa and Usiminas are completed on time.

However, production has been running behind schedule, with last year's reaching 8.3m. tons—1.2m. below the level originally forecast. This year's was to have been 10.8m. tons according to the national steel plan.

Steel imports cost Brazil \$1bn. last year, and the expected cost this year, according to senior Siderbras officials, is \$444m.

### Japan's exports improve

By Charles Smith, Far East

TOKYO, March 13

JAPAN'S EXPORTS last month showed the first year-on-year rise in 13 months, while imports fell (line) in 13 months up on the figure of earlier, according to published data.

Exports, on the Japanese customs basis, amounted to 1.2 per cent higher year ago. Customs imports were 0.5 per cent lower. The monthly figures showed a rise of 0.1 per cent from the previous month, when a 0.2 per cent decline was down.

These figures appear earlier predictions the export recovery was faster than the import recovery. The distribution of exports last month, however, was uneven, with a recovery in machinery and transport equipment, but a fall in other categories. Exports to developing countries, taken together, were up by 2.7 per cent, over a year, including a 26 per cent recovery in machinery and transport equipment. Exports to developed countries, less than a year ago, were 1.7 per cent higher.

The commodity index for exports shows a rise in sales of 0.1 per cent (TV up more than 1 per cent), but only a minor rise in some cases as in shipments of heavy machinery, such as steel, chemicals.

The rise in sales of open countries is sharply with a fall in sales from those of closed countries (by 7.2 per cent, earlier). The fall was largely conspicuous in the U.S., where it is 17 per cent.

### Finns main modified in deposit sch

By Lance Keyworth

HELSINKI, MARCH 15

THE FINNISH GOVERNMENT announced this morning that it had decided to modify its deposit scheme introduced in March 1975, kept in force, somewhat, until the end of Government had formed the International Road and Finland trade association that it to abolish the scheme.

The reversal comes as the balance of payments is still heavily in deficit, foreign borrowing in Finland must be reduced, has consulted its main partners about the reduction of the scheme.

Under the original scheme, importers had to pay of \$50 per cent of the value of the goods into account in the Bank of Finland. This money was for six months without any interest. About of total Finnish imports.

The modification introduced reduces the 50 per cent deposit to 10 per cent. On July 1, the deposit obligation will be abolished, and the 10 per cent deposit will be reduced to 5 per cent. The first importers benefit will be raw materials and goods. Consumer goods, which attract the 30 per cent rate, will be the last to be affected.

THE FINANCIAL TIMES, published daily except on public holidays. Subscription price £11.00 (incl. postage) per annum. Second class postage paid at New York, N.Y.

### SAUDI-ARABIA

Merzario RO/RO to

### JEDDAH

The Fastest Container/Trailer Service To Saudi Arabia

- The most advanced technology in RO/RF shipping.
- 20' Containers & 12 metre Trailers movement from U.K. connecting with regular sailing from Italy & France.
- Transit time from Italian & French port to Jeddah—6 days.
- Service unaffected by congestion, prior berthing in Jeddah.
- Direct Container/Trailer Service as also now available for:—



Merzario

ANDREA MERZARIO LTD., Central House, 32/66 High Street, Stratford, London, E15. Telephones: 534 7283 & 555 0511



## AMERICAN NEWS

## T admits authorised payments road

**NEW YORK**, March 15. — **INTERNATIONAL** Telephone Corporation, often plagued by controversy over its operations and General and Rubber Company joined the growing ranks of U.S. corporations disclosing details to business and investment officials abroad.

It said it had reason to believe that \$3.5 million in foreign payments made by its company between 1971 and 1975 and that these payments were ultimately received by layers of persons closely tied to foreign customers.

It did not, however, disclose the names of the individuals or the companies to which the payments were made. It also claims that the payments were made to "senior officials" of the governments of the countries in which the payments were made.

The company said it was not aware of any illegal transactions or of any persons who had been involved in the payments.

The company said it was not aware of any persons who had been involved in the payments.

## cuadorean oil export share

**High O'Shingnessy**

**TEXACO-GULF** consortium which operates the major oil pipeline in Ecuador, is seeking a reduction of U.S. share in the Government share of the export price of oil, according to the state oil company, has a 25 per cent share, is operated by

There have been differences of view between the consortium and the Government about the final price of the crude and work on the pipeline has been held up pending the solution of the price issue.

Most of 1975 the export price of crude was expected to be around \$11.50 a barrel and \$10.50.

**ARGENTINE BLAST**

**Robert Lindsey**

**UNOS AIRES**, March 15. — **PERSON** was killed and wounded — ten of them — here this morning when a bomb exploded in a parking lot of the Army headquarters.

The blast, which broke windows only in the Army headquarters buildings, but in the Argentine House and several other nearby.

The session here, which at its peak is expected to be attended by 5,000 people, including hundreds of representatives from the private sector, will continue

how non-recurring costs in 1974 make the 1975 earnings of a giant paper company appear better by comparison.

how leasing delinquencies are rising at a fast-growing maker of photocomposition machinery.

Plus similar information about a giant food company, an electrical contractor, and a maker of printing equipment.

Albert Denmark's number in Munich is 47-99-79.

**Wiesenberg Services, Inc.**

Exclusive Distributors of the Quality of Earnings Report

New York, N.Y. 10017: 280 Park Ave.

8 Munich 80, Germany: Muehlbaustasse 9

Beverly Hills, Calif. 90212: 9465 Wilshire Blvd.

Wiesenberg Services, Inc.

Muehlbaustasse 9

8 Munich 80, Germany

Please send me, free and without obligation, a sample copy of the Quality of Earnings Report plus more information.

Name \_\_\_\_\_

Title \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Country \_\_\_\_\_

Telephone Number \_\_\_\_\_

☐ If checked, I would prefer to receive instead as a sample copy the terms of the Quality of Earnings Report that deals with loans made by a major bank to its real estate investment trust affiliate and the decline in research and development expenditures by a major producer of computers and other business equipment.

Wiesenberg Services, Inc. is affiliated with Arthur Wiesenberg & Company, Inc., member New York Stock Exchange and other exchanges.

about the worsening inventories of a high-tech toolmaker.

how an accounting change and foreign exchange losses may be masking considerable inflation in the earnings of a large cigarette maker, now diversified.

## Carter approves detente 'if pursued by both sides'

BY JUREK MARTIN, U.S. EDITOR

CHICAGO, March 15.

**MR. JIMMY CARTER** advocated today that the United States balance the policy of detente by pursuing more vigorously bilateral relationships with the Communist countries of Eastern Europe, and by entering into negotiations with Communist parties close to Government in Western Europe, rather than seeking to thwart them.

This was his first major foreign policy statement in his quest for the presidency, and indeed is perhaps the most explicit definition so far of anything that he could do as chief executive.

It was delivered to the Chicago Council on Foreign Relations, the forum addressed by President Ford last Friday.

Detente, "the word is still in my vocabulary," he noted caustically, "was a good concept but was working badly in practice."

He also implied that the U.S. should not be averse to perpetuating the wedge between the Soviet Union and China. "Present turmoil in Chinese domestic politics could be exploited by the Soviets to promote a Sino-Soviet reconciliation which might be inimical to international stability and to American interests," closer American

relations with China could avoid this.

Mr. Carter, at a subsequent press conference, stressed that he was not proposing a return to confrontation politics. The general tenor of his address centred on the necessity to introduce new principles into American foreign policy: be based on bipartisan consultation at home, and on treating "the people of other nations as individuals with the same dignity and respect as we demand for ourselves."

"We do not need to preach to the Western European about the dangers of Communism, as the Secretary of State did last week in Boston," he said.

Their traditions and political good sense are not inferior to ours."

Mr. Carter had several tough words for Dr. Kissinger—mainly on his passion for secrecy, but also on his implied hypocrisy. He referred to Dr. Kissinger's recent trip to Brazil as "a good example of our present policy at its worst."

Dr. Kissinger's remarks extolling Brazil's regard for human dignity were, he said, "a gratuitous slap in the face at all those Americans who want the foreign policy that embodies our ideals, not subverts them."

Mr. Carter also suggested that foreign policy would become a greater factor in the elections, as economic conditions in the U.S. improved.

Meanwhile, the latest Gallup Poll says that Mr. Carter is the only Democrat who would beat President Ford in November, although last month's Gallup was giving him only 5 per cent support among Democrats.

In a parallel poll listing Democratic preferences for the nomination, Mr. Carter comes second, with 26 per cent, behind Senator Hubert Humphrey's 27 per cent, but ahead of Senator Jackson and Governor Wallace, 15 per cent, and Congressman Udall, the liberal from Arizona, just under 5 per cent.

benefits of the Helsinki Agreement without meeting its obligations.

"This is not the road to peace, but to bitter deception of the American people," he said.

Carter expressed fears for the future independence of Romania and Yugoslavia. "It is in our

interest, and in the interest of world peace to promote a more pluralistic Communist world."

He also implied that the U.S. should not be averse to perpetuating the wedge between the Soviet Union and China. "Present turmoil in Chinese domestic politics could be exploited by the Soviets to promote a Sino-Soviet reconciliation which might be inimical to international stability and to American interests," closer American

relations with China could avoid this.

Mr. Carter, at a subsequent press conference, stressed that he was not proposing a return to confrontation politics. The general tenor of his address centred on the necessity to introduce new principles into American foreign policy: be based on bipartisan consultation at home, and on treating "the people of other nations as individuals with the same dignity and respect as we demand for ourselves."

"We do not need to preach to the Western European about the dangers of Communism, as the Secretary of State did last week in Boston," he said.

Their traditions and political good sense are not inferior to ours."

Mr. Carter had several tough words for Dr. Kissinger—mainly on his passion for secrecy, but also on his implied hypocrisy. He referred to Dr. Kissinger's recent trip to Brazil as "a good example of our present policy at its worst."

Dr. Kissinger's remarks extolling Brazil's regard for human dignity were, he said, "a gratuitous slap in the face at all those Americans who want the foreign policy that embodies our ideals, not subverts them."

Mr. Carter also suggested that foreign policy would become a greater factor in the elections, as economic conditions in the U.S. improved.

Meanwhile, the latest Gallup Poll says that Mr. Carter is the only Democrat who would beat President Ford in November, although last month's Gallup was giving him only 5 per cent support among Democrats.

In a parallel poll listing Democratic preferences for the nomination, Mr. Carter comes second, with 26 per cent, behind Senator Hubert Humphrey's 27 per cent, but ahead of Senator Jackson and Governor Wallace, 15 per cent, and Congressman Udall, the liberal from Arizona, just under 5 per cent.

benefits of the Helsinki Agreement without meeting its obligations.

"This is not the road to peace, but to bitter deception of the American people," he said.

Carter expressed fears for the future independence of Romania and Yugoslavia. "It is in our

interest, and in the interest of world peace to promote a more pluralistic Communist world."

He also implied that the U.S. should not be averse to perpetuating the wedge between the Soviet Union and China. "Present turmoil in Chinese domestic politics could be exploited by the Soviets to promote a Sino-Soviet reconciliation which might be inimical to international stability and to American interests," closer American

relations with China could avoid this.

Mr. Carter, at a subsequent press conference, stressed that he was not proposing a return to confrontation politics. The general tenor of his address centred on the necessity to introduce new principles into American foreign policy: be based on bipartisan consultation at home, and on treating "the people of other nations as individuals with the same dignity and respect as we demand for ourselves."

"We do not need to preach to the Western European about the dangers of Communism, as the Secretary of State did last week in Boston," he said.

Their traditions and political good sense are not inferior to ours."

Mr. Carter had several tough words for Dr. Kissinger—mainly on his passion for secrecy, but also on his implied hypocrisy. He referred to Dr. Kissinger's recent trip to Brazil as "a good example of our present policy at its worst."

Dr. Kissinger's remarks extolling Brazil's regard for human dignity were, he said, "a gratuitous slap in the face at all those Americans who want the foreign policy that embodies our ideals, not subverts them."

Mr. Carter also suggested that foreign policy would become a greater factor in the elections, as economic conditions in the U.S. improved.

Meanwhile, the latest Gallup Poll says that Mr. Carter is the only Democrat who would beat President Ford in November, although last month's Gallup was giving him only 5 per cent support among Democrats.

In a parallel poll listing Democratic preferences for the nomination, Mr. Carter comes second, with 26 per cent, behind Senator Hubert Humphrey's 27 per cent, but ahead of Senator Jackson and Governor Wallace, 15 per cent, and Congressman Udall, the liberal from Arizona, just under 5 per cent.

benefits of the Helsinki Agreement without meeting its obligations.

"This is not the road to peace, but to bitter deception of the American people," he said.

Carter expressed fears for the future independence of Romania and Yugoslavia. "It is in our

interest, and in the interest of world peace to promote a more pluralistic Communist world."

He also implied that the U.S. should not be averse to perpetuating the wedge between the Soviet Union and China. "Present turmoil in Chinese domestic politics could be exploited by the Soviets to promote a Sino-Soviet reconciliation which might be inimical to international stability and to American interests," closer American

relations with China could avoid this.

Mr. Carter, at a subsequent press conference, stressed that he was not proposing a return to confrontation politics. The general tenor of his address centred on the necessity to introduce new principles into American foreign policy: be based on bipartisan consultation at home, and on treating "the people of other nations as individuals with the same dignity and respect as we demand for ourselves."

"We do not need to preach to the Western European about the dangers of Communism, as the Secretary of State did last week in Boston," he said.

Their traditions and political good sense are not inferior to ours."

Mr. Carter had several tough words for Dr. Kissinger—mainly on his passion for secrecy, but also on his implied hypocrisy. He referred to Dr. Kissinger's recent trip to Brazil as "a good example of our present policy at its worst."

Dr. Kissinger's remarks extolling Brazil's regard for human dignity were, he said, "a gratuitous slap in the face at all those Americans who want the foreign policy that embodies our ideals, not subverts them."

Mr. Carter also suggested that foreign policy would become a greater factor in the elections, as economic conditions in the U.S. improved.

Meanwhile, the latest Gallup Poll says that Mr. Carter is the only Democrat who would beat President Ford in November, although last month's Gallup was giving him only 5 per cent support among Democrats.

In a parallel poll listing Democratic preferences for the nomination, Mr. Carter comes second, with 26 per cent, behind Senator Hubert Humphrey's 27 per cent, but ahead of Senator Jackson and Governor Wallace, 15 per cent, and Congressman Udall, the liberal from Arizona, just under 5 per cent.

benefits of the Helsinki Agreement without meeting its obligations.

"This is not the road to peace, but to bitter deception of the American people," he said.

Carter expressed fears for the future independence of Romania and Yugoslavia. "It is in our

interest, and in the interest of world peace to promote a more pluralistic Communist world."

He also implied that the U.S. should not be averse to perpetuating the wedge between the Soviet Union and China. "Present turmoil in Chinese domestic politics could be exploited by the Soviets to promote a Sino-Soviet reconciliation which might be inimical to international stability and to American interests," closer American

relations with China could avoid this.

Mr. Carter, at a subsequent press conference, stressed that he was not proposing a return to confrontation politics. The general tenor of his address centred on the necessity to introduce new principles into American foreign policy: be based on bipartisan consultation at home, and on treating "the people of other nations as individuals with the same dignity and respect as we demand for ourselves."

"We do not need to preach to the Western European about the dangers of Communism, as the Secretary of State did last week in Boston," he said.

Their traditions and political good sense are not inferior to ours."

Mr. Carter had several tough words for Dr. Kissinger—mainly on his passion for secrecy, but also on his implied hypocrisy. He referred to Dr. Kissinger's recent trip to Brazil as "a good example of our present policy at its worst."

Dr. Kissinger's remarks extolling Brazil's regard for human dignity were, he said, "a gratuitous slap in the face at all those Americans who want the foreign policy that embodies our ideals, not subverts them."

Mr. Carter also suggested that foreign policy would become a greater factor in the elections, as economic conditions in the U.S. improved.

Meanwhile, the latest Gallup Poll says that Mr. Carter is the only Democrat who would beat President Ford in November, although last month's Gallup was giving him only 5 per cent support among Democrats.

In a parallel poll listing Democratic preferences for the nomination, Mr. Carter comes second, with 26 per cent, behind Senator Hubert Humphrey's 27 per cent, but ahead of Senator Jackson and Governor Wallace, 15 per cent, and Congressman Udall, the liberal from Arizona, just under 5 per cent.

benefits of the Helsinki Agreement without meeting its obligations.

"This is not the road to peace, but to bitter deception of the American people," he said.

Carter expressed fears for the future independence of Romania and Yugoslavia. "It is in our

interest, and in the interest of world peace to promote a more pluralistic Communist world."

He also implied that the U.S. should not be averse to perpetuating the wedge between the Soviet Union and China. "Present turmoil in Chinese domestic politics could be exploited by the Soviets to promote a Sino-Soviet reconciliation which might be inimical to international stability and to American interests," closer American

relations with China could avoid this.

Mr. Carter, at a subsequent press conference, stressed that he was not proposing a return to confrontation politics. The general tenor of his address centred on the necessity to introduce new principles into American foreign policy: be based on bipartisan consultation at home, and on treating "the people of other nations as individuals with the same dignity and respect as we demand for ourselves."

"We do not need to preach to the Western European about the dangers of Communism, as the Secretary of State did last week in Boston," he said.

Their traditions and political good sense are not inferior to ours."

Mr. Carter had several tough words for Dr. Kissinger—mainly on his passion for secrecy, but also on his implied hypocrisy. He referred to Dr. Kissinger's recent trip to Brazil as "a good example of our present policy at its worst."

Dr. Kissinger's remarks extolling Brazil's regard for human dignity were, he said, "a gratuitous slap in the face at all those Americans who want the foreign policy that embodies our ideals, not subverts them."

Mr. Carter also suggested that foreign policy would become a greater factor in the elections, as economic conditions in the U.S. improved.

Meanwhile, the latest Gallup Poll says that Mr. Carter is the only Democrat who would beat President Ford in November, although last month's Gallup was giving him only 5 per cent support among Democrats.

In a parallel poll listing Democratic preferences for the nomination, Mr. Carter comes second, with 26 per cent, behind Senator Hubert Humphrey's 27 per cent, but ahead of Senator Jackson and Governor Wallace, 15 per cent, and Congressman Udall, the liberal from Arizona, just under 5 per cent.

benefits of the Helsinki Agreement without meeting its obligations.

"This is not the road to peace, but to bitter deception of the American people," he said.

Carter expressed fears for the future independence of Romania and Yugoslavia. "It is in our

interest, and in the interest of world peace to promote a more pluralistic Communist world."

## CHILE'S MOST DEPRESSED REGION

## A bid for foreign capital

BY ALEJANDRO KOFFMANN O'REILLY, SANTIAGO CORRESPONDENT

**THE CHILEAN** region of Aysen, with a surface similar to that of Great Britain but fewer than 60,000 inhabitants, once was a mythical cornucopia attracting immigrants to reap its wealth south of parallel 44. But they have not fared well and what was formerly considered a promising new frontier for sheep and cattle ranching, now has become Chile's most depressed region. One third of its people lives in extreme poverty in isolated rural communities with illiteracy rates of 38 per cent, sleeping on raw hides in wooden shacks, eating meat, flour and little else, and with grave health problems. Hopes for progress are placed in several foreign investment projects, first and foremost a plan to build energy intensive industries based on hydroelectric power.

The key to what could be the beginning of the industrial revolution for Aysen lies in a feasibility study ordered from BCIOM, of Paris, and from CADE, a Chilean consultancy.

The study is supposed to tell whether the plentiful and cheap electrical energy claimed to be potentially available in Aysen would offset the added cost of transporting to market products of electricity intensive industries.

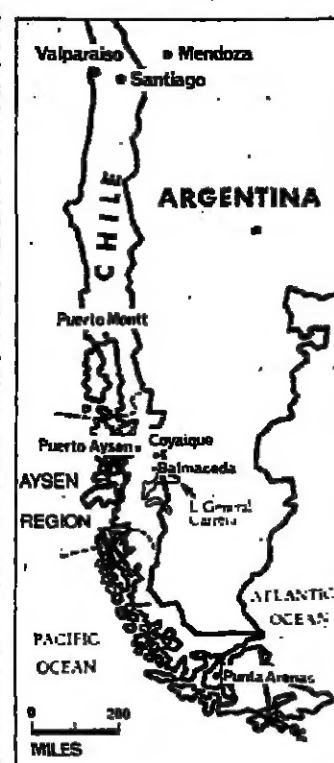
The consultants have been told to consider particularly aluminium and chemical plants.

The Government already has decided to go ahead and determine how the hydroelectric potential of the area, estimated at 2.6m. kilowatts, equal to all Chilean electrical installed capacity, could be tapped.

This study is now being carried out in Aysen under an agreement with the Japanese government.

Meanwhile Coyaique, the capital of the region, gets its electrical power from a small plant burning diesel fuel brought in at great cost.

Japanese industry, in its search for new areas to expand in, was also attracted by Aysen, but it is treading very carefully. Mitsui Mining and Smelting asked for



Coyaique. So far half of the 8m. salmon eggs planned for in the programme have been implanted in the Rio Claro. The first salmon have done almost as well as salmon in Japanese rivers, according to a spokesman at the hatcheries.

Although first returns of fish from the ocean area are expected in March 1977, the Japanese will establish no fisheries until it is clear that the growth rate now achieved in virgin rivers is maintained once the rivers are stocked with fish. At least four more years are necessary to be sure.

All foreign projects in Aysen are still very much in the exploratory phase. At the Coyaique hotel, Mr. Oskar Korton, president of the local branch of Cyprus Mining which has been surveying the area since 1974 for lead, zinc, silver and other minerals, said no more than preliminary results through geology, geochemistry and geophysical data are encouraging. But even if economically exploitable ore bodies are found, and if the metal market gets out of its depression, "it would take from 8-10 years before we have a mine on stream."

Metalgesellschaft of West Germany has created a joint venture—the "Sociedad Minera Toqui"—in which it holds 45 per cent, the rest being in local private hands. It invests up to \$37m. developing a lead and zinc deposit in Cerro Estueros. But four or five years of studies will have to be done before any actual developing can start.

Settlers in Aysen report that when they need lead they go and chip it away from outcroppings of native lead, but Metalgesellschaft wants reserves of 3m-6m. tons of ore with 12 or 15 per cent lead content before setting up mining facilities.

Under the administrative re-organisation decreed by the military junta, Aysen became the XI region and a testing ground for development. Yet the area

is not typical. It is isolated from the rest of Chile and to drive either south or north, motorists have to go through Argentina. Ships call irregularly at Puerto Aysen, 40 miles west of Coyaique. Most of the passenger traffic in and out of the region depends, weather permitting, on small Avros or old DC-6 aircraft. They land either in Coyaique or in Balmaceda, 38 miles away, depending on visibility or ice conditions.

"We are getting a significant percentage of the national budget," army Colonel Gustavo Rivera, Governor of the region says. "We decide here, based on our own list of priorities, how to spend it."

**Processing**

Unemployment in Aysen has risen to 14 per cent, according to the governor. Hoping to build up a development infrastructure in the region, previous Governments built a milk plant and a meat processing complex. As neither of the plants pays its way, they are likely to be sold off to private hands interested in removing the equipment elsewhere.

If the plants go, settlers now trading a bag of 100 lbs of sugar for a lamb will be left with no market for their goods, since freight to the nearest outside market would make their cattle and sheep too expensive.

The deterioration of the condition of the settlers is matched by that of Aysen itself, where forests have been burned down indiscriminately. The landscape is still of a breathtaking beauty, but ecologists have detected accelerated erosion and silting of rivers.

The regional office of the Corporation for Industrial Development has put together a "minimum programme of socio-economic development addressed to any international financing organisation." Even if the appeal is heard by the Inter-American Development Bank, as intended, Aysen is sure to keep its frontier style for some years.

## Hatchery

Another Japanese venture is an attempt to introduce Pacific salmon to the coast, lakes and rivers of Aysen, and eventually to establish an export-oriented fishing industry. The Japanese International Co-operation Agency has equipped and provided with eggs of keta or "dog salmon" a fish hatchery built by the Ministry of Agriculture near



## The incredibly trouble-free Commer Commando

No new truck has proved as incredibly bug-free as the medium-weight Commer Commando.

That's a fact.

A fact clearly established by the very low level of warranty claims, despite the many thousands of miles this business efficiency machine has covered since its launch.

And by the growing number of users who are putting their name on it.

It's a fact no truck operator in his right economic mind can afford to ignore today.

So call your Chrysler Truck Dealer now.

He'll get a Commer Commando tailor-made for you. Or a whole fleet.

**Commer**  
business efficiency in ACTION!

















# SINCE WE'RE IN THE BUSINESS OF WORLD-WIDE TELECOMMUNICATIONS SHOULDN'T OUR NAME SAY IT?

## NORTHERN ELECTRIC IS NOW NORTHERN TELECOM.

We are the principal manufacturer of telecommunications equipment in Canada and the second largest in North America. Sales in 1975 exceeded one billion dollars.

Our new name, Northern Telecom Limited, is more descriptive of the products we make and the world-wide industry we serve than our former name, Northern Electric Company, Limited.

Further, our new name will permit us to market our products throughout the world under one corporate name. Before we changed our name we sold our

products as Northern Electric in most of the world. But, in the largest single telecommunications market of them all, the United States, we were unable to do so.

In the United States, the Northern Electric name is already being used by a manufacturer of electric appliances. In addition, a competitive telecommunications equipment manufacturer in the U.S. uses the name North Electric. Two obvious elements of confusion for customers, suppliers and investors alike.

To eliminate such confusion we have changed our name to

Northern Telecom, a name we have used successfully in the U.S. since 1971. It is the name by which we will be known wherever in the world we design, manufacture and sell our products.

In 33 factories — 24 in Canada, six in the U.S. and one each in Turkey, Ireland and Malaysia — we manufacture one of the broadest lines of telecommunications equipment in the industry.

Our products are conceived and designed in Canada's largest industrial research organization — Bell-Northern Research.

From these labs has come personal and business telephone equipment that has established design and performance standards for the world; electronic private automatic branch exchanges that have made us the largest single EPABX supplier to the North American telephone industry, outside the U.S. Bell System, and the SP-1 electronic central office switching exchange that, in the four years since its introduction in North America, has outsold all competitive systems. To date more than 1.2 million lines of SP-1 have been sold.

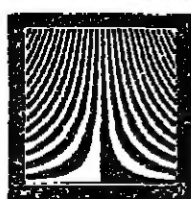


**nt northern telecom**

NORTHERN TELECOM LIMITED, MONTREAL, QUEBEC

THE NEW NAME IN WORLD TELECOMMUNICATIONS.





# The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHWARTZ

## CONSTRUCTION

### Tunnelling in normal pressure

ONE OF the most serious problems facing operators of tunnelling equipment which has to work in badly waterlogged ground, or geological structures in which there are many springs or other watercourses is the need to work under high air pressures.

There already has been a great deal of controversy on the ultimate effects of working for a period of years under high air pressures with the parallel need to undergo lengthy decompression before normal life can be resumed.

An invention by a Belgian group could neatly bypass all these problems by allowing workers behind a tunnelling shield to do their jobs at atmospheric pressure.

According to Mr. A. P. Schoaps, commercial director of Ateliers de Construction de la Meuse, the idea is to combine with an automatically advanced shield a personnel caisson at normal pressures to house the tunnelling team and an ingenious device which is able to go through a port in the shield and

remove any of the cutters which need maintenance.

Describing the device as a sort of "umbrella," Mr. Schoaps told the Financial Times that it was pushed through a valve in the shield, rotated to the correct position, secured to the cutter and then withdrawn—at all times preventing any dangerous ingress of water.

Patenting is in progress and the engineer was not prepared to comment further.

The company originated the Spirameuse automated plant to turn steel strip into spirally welded (double) pipe with diameters running up to 3 metres. So far 11 of these have been delivered but there is constant updating of the product against growing demand from gas, petroleum and water industries, particularly as it is much cheaper than longitudinal welders.

The great advantage of this equipment is its semi-mobility: the fact that it does not have any length limitation—so that it is possible to consider installing such plant at the most advantageous point in a big project. The bigger the tube, the better the process works and since the

trend is towards tubes of larger diameter it is expected that many more of these plants will be sold.

Especially in the developing countries the fact that freight costs for coils are 30 to 35 per cent. less than for finished pipe is expected to militate in favour of spiral-welders. But industrialised countries whose road networks impose access problems in urban areas are also becoming interested in the use of such spirally welded tube for use as walling in access tunnels.

The company is primarily a supplier of complete plant in a turnkey operation and is one of only three in Belgium to operate a quality assurance scheme to nuclear engineering standards.

With the welding plant go a number of complementary machines such as testers, straighteners for tube ends and the like.

Both ultrasonic and X-ray testing as well as ultrasonic weld head positioning are available, together with coating and/or galvanising equipment and so on. The company is at 4200, Seleslin, Liege, Belgium.

## WELDING

### Three TIG power units

BOC Arc Equipment, Milton Keynes, has three new, composite TIG power sources and has modified its existing range of manual arc, MIG and TIG welding units.

The TIG composites—the Transtig DC250, Transtig AC350

and Transtig AC/DC375—include as standard four-wheeled undercarriage, cylinder support, argon/water economiser, contactor, high-frequency start, and built-in gas flowmeter. They have room inside to accommodate an optional water cooler and circulator. Another option is a foot operated remote current control.

DC250 can weld the most difficult materials without the risk of thermal shock at the start and crater shrinkage at the end of the weld and a pulse range between 1 and 3 pulses per second provides the optimum control of welding conditions essential for high specification work in such industries as aerospace and nuclear engineering.

AC350 is an a.c. only composite power source with infinitely variable output up to 350A and a d.c. component suppressor fitted as standard. Intended for welding aluminium and its alloys, the set also offers a.c.

manual arc welding at the touch of a switch.

AC/DC375 is a new "all rounder" for the general fabricator or repair shop, providing choice of a.c. TIG, d.c. TIG (spot or continuous) and manual arc, with infinite control of welding power output up to 375A. An optional spot weld timer gives a choice of spot or timed sequence welds.

BOC Arc Equipment, Dawson Road, Bletchley, Milton Keynes. (0908 71111.)

## TELEVISION

### Big screen colour TV

DEVELOPED by Projection Systems Incorporated in the U.S. and about to be marketed in Europe, the Middle East and Africa by Speerwood Communications is the CV3 Super screen colour television projector.

At a retail price of £4,490—comparable with that of a similar system introduced last June by Crown Cassette Communications from Advent in the U.S.—the total 1976 market for such projectors is unlikely to be more than about 150 in the U.S. One of the best market areas, it is understood, lies in the Arab oil countries where disposable incomes can support such purchases, often on a private basis.

In the U.K. and Europe the sales effort is currently centred on lecture halls, conference centres, mini-cinemas, hotels, bars and discotheques.

The CV3 uses three high-intensity tubes and a Schmidt optical system arranged so that the picture size/projection distance can be varied from 6 by 4 feet at 10 feet distance to 8 by 6 feet at 13 feet.

Projection is on to a flat screen which is claimed to provide a wider viewing angle and increases the audience size in comparison with curved screen systems. The projector measures 33 by 29 by 12 inches and weighs about 100 lb. Speerwood is at East Street, Bingham, Nottingham NG13 5DR (0849 38665).

## NAVIGATION

### Doppler log of speed or distance

SEIRAD of Oslo has produced a new Doppler speed and distance log to be marketed by Decca Radar.

Pulses are emitted from two transducers covering from 30 deg. ahead of vertical to 30 deg. astern, the change in frequency of the returning echo being measured and the result displayed as speed on an analogue dial. Distance is shown digitally.

The operator can select either water tracking or bottom locked mode. The latter is the standard mode for use between 1 and 20 m. of the bottom. Above this water tracking is employed, in which case speed is measured relative to the water strata 4.5 m. below the transducer. Water tracking may, however, be preferable in depths below 20 m. in conditions of extreme siltation, pollution, temperature layers, or steep bottom contour. In the latter case a mode change alert suggests switching over to water tracking.

When the equipment is first turned on it always starts in the

ASK ABOUT NEW FACTORIES & OFFICES more than 2 hours before London by M4, bypassing from Birmingham by M6/20

**Cwmbran**

For information about industrial estates in Cwmbran (near Twp) please write to: P. J. Morgan, M.A., C.I.E., Cwmbran Development Corporation, General Manager, Twp Centre, Cwmbran, Gwent NP23 5SL. Telephone: Cwmbran 0493 2511.

## OFFICE EQUIPMENT

### Copies from reel to cassette

CURRENTLY being evaluated for the U.K. market is the 33½ half-track reel-to-cassette copier system. It comprises a Wollensak 6080AV open-spool master to which are coupled Wollensak 2780AV cassette slave units.

The reel unit is capable of powering up to 10 copying units, and operates at four times the normal tape speeds of 7½, 3½ and 1½ ips. The cassette copies (at present, mono only) are made at four times normal speed.

Among others, major applications are expected where any

organisation has a library of open-reel tapes which it wishes to transfer to cassettes, for example, language schools. First deliveries are expected from the U.S. in September, and the likely price for a master and two slave units is stated to be "around £1,000."

Details from 33½ United Kingdom, Wigmore Street, London W1A 1ET. (01-486 5522).

### Flexitime in the smaller office

FLEXIBLE WORKING hours can be the answer to several staff problems but good, cost-effective control is essential.

New Plantime equipment is for the smaller office or works

and like the units it complements, maintains confidentiality and avoids a "big brother" atmosphere. Comparison of a person's actual hours worked against target can be made only by the individual or by an authorised executive. And nobody records actual time of entry and exit.

Each employee makes contact with a Plantime system using a personally coded key which is momentarily inserted in the slot of a key-entry terminal whenever coming in to work or going out.

The simple action of putting the key in starts or stops accumulation of the individual's credited hours of work. Status of the personal "time account" is displayed to the employee when keying in and out. Otherwise the information is available only to an authorised representative. ARC (Europe), Shakespeare Industrial Estate, Shakespeare Street, Walford, (0213 8231.)

## BANKING

### Eases the dealers' routines

APART from perhaps 30 organisations in the City that have linked their foreign exchange operations to existing computer facilities, or in some cases have started dedicated systems, there are more than 350 others who have yet to take the plunge.

One recent offering that might interest them is MIDAS (modular international dealing and accounting system) from BIS Software, 55 Lincoln's Inn Fields, London WC2A 3LJ (01-405 8855).

Aimed at dealing organisations carrying out about 150 deals a day, use of MIDAS can, it is claimed, enable staff performing more or less routine paperwork to be reduced by about a dozen, frequently freeing dealing staff to carry out more creative work.

The BIS demonstration system

runs on an IBM System 32 but can be applied to any mini utilising RPG2 language. MIDAS keeps a running record of the state and produces reminders, confirmations, letters and reports of various kinds for management use.

It will process foreign exchange purchases and sales, outwards, and "swaps," interbank deposits placed and accepted, primary and second-

dary certificates of deposits and general ledger accounting. Some five operational and nine management reports can be generated, most of them daily if needed. The system can be interrogated at any time simply by pressing the appropriate keys.

The software package costs £15,000. For those starting from scratch the BIS machine would involve expenditure of about £23,000.

## MATERIALS

### Strong and ductile

STAINLESS STEEL which will provide high strength and ductility is being marketed in the U.K. by Sandvik, Manor Way, Halesowen, West Midlands (021560 4700).

Designated 11R51SH, it is said to have excellent relaxation resistance, making it especially suitable for springs working under static loads. Sandvik claims that it can be subjected to much higher loads and stresses than springs made from other stainless steels.

Typical applications would be for electrostatic mechanisms and satellite aerial springs, both needing to develop immediate energy after long periods of strain.

Other applications would be those in which spring makers are currently using carbon music wire, which is not corrosion-resistant. The motor industry, electrical industry, watch and clock makers and instrument makers are seen as big future customers.

Minimum tensile strength is said to be 190 tons/sq.in. for 0.1mm dia. to 140 tons/sq.in. for 3mm dia. Nominal analysis is: 0.09 C; 1.2 Si; 1.3 Mn; 17Cr; 8 Ni; and 0.7 Mo.

Sandvik says the ductility in wire form is such that it can be wound round its own diameter without breaking—other properties to AIST 302.

### Adhesive for tubes

DEVELOPED originally for use as a binder in the pigment coating of paper and paperboard, Igelcoat 1050 is a soy based protein which has been found to have adhesive applications.

The adhesive is stated to be stable in price and quality, and to be capable of replacing the traditional glues used in tube winding.

It is made by Björman and Co., AB, Strandgatan '50, 216 12 Malmö, Sweden.

## COMPONENTS

### Japan group to build super-LSI

HITACHI has reported from Tokyo that a group of Japanese companies have set up an association to help develop extra large scale integrated circuits (LSI).

The super LSI technology research association will define a four-year programme with a total cost equivalent to £100m. to £120m.

The Japanese Government has appropriated a £6m. subsidy for the association in its fiscal 1976 budget to back up the programme.

Major companies in the association, apart from Hitachi, are Mitsubishi Electric Corp., Tokyo Shibaura Electric Co., Fujitsu and Nippon Electric Co.

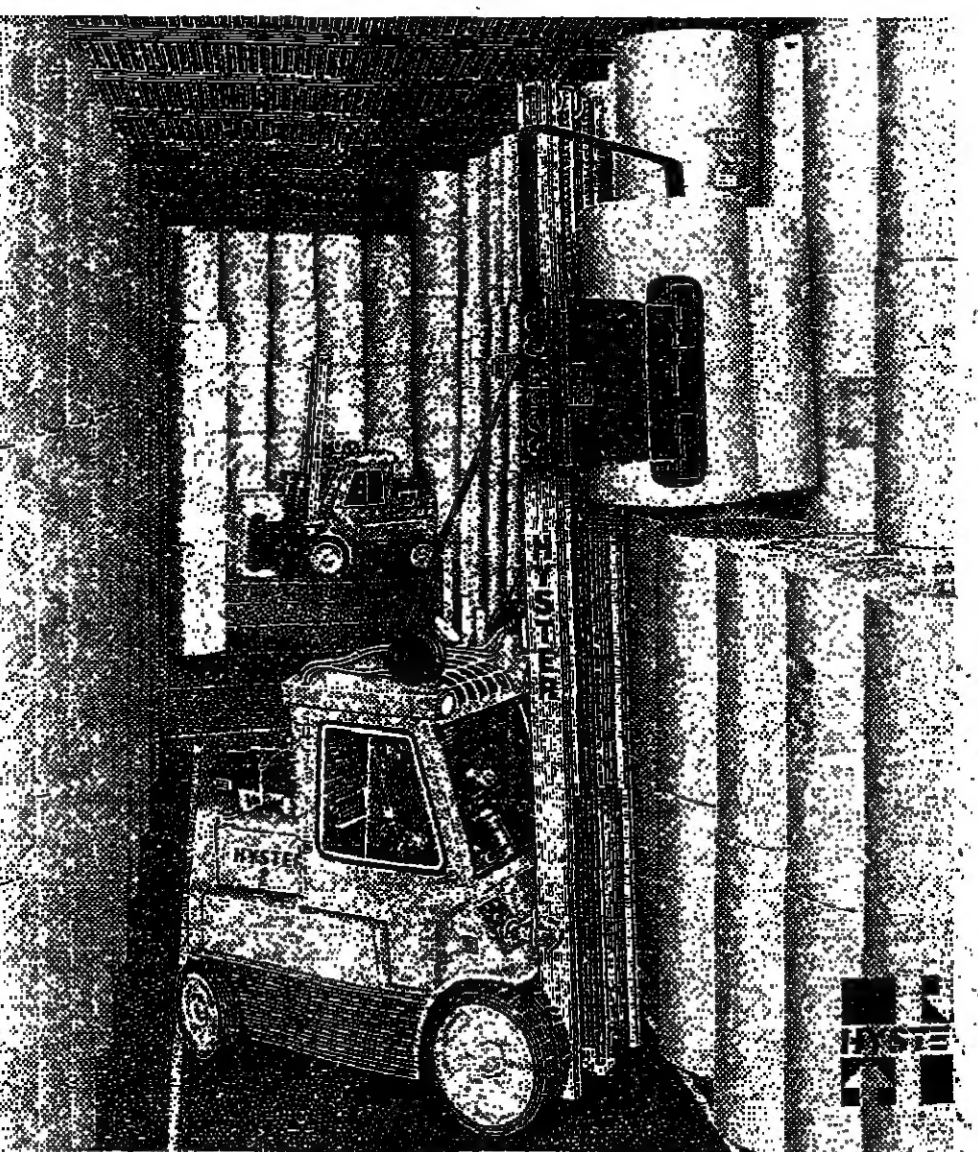
## METALWORKING

### Blades last longer with chrome

CHROME-PLATED saw blades are claimed to last up to 10 times longer than standard saw blades and to be more efficient.

Launching the blades, Black and Decker says laboratory tests have proved that chrome plating not only reduces friction—increasing speed—but also hardens the saw blade so that wear is reduced. In addition, the life of the power saw is extended because it requires fewer input watts to accomplish the job.

Slightly more expensive than standard blades, the chrome plated range is available from Black and Decker Industrial, Cannon Lane, Maidenhead, Berks. SL6 3PD (06282 2130.)



### Whatever your load, you need Hyster

Whatever your load, Hyster has the truck to handle it. A thoroughly proven range of more than 70 different lift trucks, models designed to meet your particular need.

Where manoeuvrability in confined spaces is all-important, you need a truck from the Hyster SpaceSaver range. The toughest, most productive cushion tyre trucks in their class. Offering superior performance and durability, with maximum utilisation of all storage space. Hyster SpaceSaver trucks are built to stay working on the job—any job. Whenever your load, you need a truck you can really depend on. Choose Hyster—make a profitable difference to your handling operation.

**EARLOW handling**

Barlow Myers Ltd., Airdale Estate, Maidenhead, Tel: Littlewick Green 2. Cattermole Mechanical Handling Co., Cattermole, Tel: 25061.

Ireland: A. H. Masser Ltd., Tel: Dublin. Dunmurry 67126, Cork 2082.

There's a free service that may turn your waste into profit

That's what I call recycling!

Waste disposal can be a way of saving money if you take advantage of the unique service offered by the UK Waste Materials Exchange.

It is bad economics to pay for your waste to be dumped when someone else may be able to use it. Equally, it is bad economics to buy expensive raw materials when another firm's waste could provide a cheap alternative. The Waste Materials Exchange's quarterly bulletin lists materials available and wanted. Participants are put in touch with one another by the Exchange, whenever an entry stimulates a response. Participation in the Exchange is entirely free and the service is fully confidential.



The Exchange Bulletin has grown more than six-fold since its first issue a year ago. More and more firms realise that the Exchange provides a solution to the economic and environmental problems created by waste disposal. See how it can help you by telephoning Alan Poll at Stevenage (0438) 3368 or sending the coupon.

Return to: U.K. Waste Materials Exchange, P.O. Box 51, Stevenage, Hertfordshire SG1 2DT.

Name \_\_\_\_\_  
Official Position \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_

Handwritten signature: *Handwritten signature*











## Constituencies and MPs split on Thorpe issue

## Appeal due in clash over cost of frigates

LEGAL wrangle between naval shipbuilders, Vosper Thornycroft and the Ministry of Defence over responsibility for rising costs incurred in the construction of three frigates is expected to reach the Court of Appeal shortly.

The dispute follows serious delays in the delivery of armaments and other machinery for the frigates. The Ministry was responsible for the completion of the first two Type 21 frigates by the end of 1985 and 1 frigates by at least two years later, and Vosper's claimed that consequential losses on the contracts were covered by their agreement with the Ministry.

Judgment in the High Court was given in the company's favour three months ago but the Ministry is now appealing. It is expected this is due to be heard shortly.

Vosper's have so far completed two of the frigates, whose final contract prices have yet to be agreed, and work on a third is well advanced.

Negotiations on final prices appear to be progressing satisfactorily to the extent that the company's annual report, published yesterday, reveals that the directors have not felt it necessary to make any provision for losses on the contracts.

The report confirms Vosper's position as 'one of the most profitable of the shipbuilding companies' due to the 'successful realisation of a £10m profit year ending October 31, 1978', the company made a pre-tax profit of just over £4m, nearly £1m, up on the previous year.

The Government's compensation proposals come under fire from Sir David Brown, Sir David Brown, Vosper's chairman. He points out that under the proposals Vosper's value would be £4.3m, despite the fact that shareholders' funds are in excess of £10m. In addition, profits of £1m around £5m in two years up to last October will not be taken into account, says Sir David.

On the prospect of further naval orders, Sir David reports that negotiations are under way with a number of foreign navies and firm contracts are expected.

## Agreement near on \$50m. Olympic Bravery bill

**PRINE UNDERWRITERS** are expected to arrive in the next days for two to meet the Onassis group's insurance claim for the loss of the oil tanker *Olympic Bravery*, whose fate was sealed by gales last week-end.

More than 43 per cent. of the crew of 220 are now dead. The eight-ton tanker is placed in London. Lloyd's and the other British insurance companies make a payout of about £12m. Altogether the *Olympic Bravery* will be the most expensive loss in the history of shipping. Her total insured value is \$50m. (£26m.).

After being stranded on the rocks at Ushant off the northwest coast of France for the past seven weeks, the tanker broke up in high seas and fierce gales. Her eventual fate is still unknown. Providing she passes near to shipping, she could be left on the rocks indefinitely.

The Onassis Group may yet try and dispose of the tanker. Reports from New York suggested last week that Onassis was attempting to sell her "as is" where there was a possibility of interest some salvage firm in her scrap value.

## Crucial Felixstowe bid decision awaited

**THE OFFICE of Fair Trading** is expected to announce to-day or to-morrow whether the European Ferries take-over bid for the Felixstowe Dock and Railway company is to be referred to the Monopolies Commission.

The £6.8m. bid is conditional on the company's agreement to the Commission and final acceptance by Felixstowe shareholders is due to be submitted not later than 3 p.m. to-morrow. However, the closing date may well be extended by European Ferries, particularly if there is no referral to the Monopolies Commission.

At the same time the British Transport Docks Board is pressing ahead with its Parliamentary Bill enabling it to purchase Felixstowe at the £5.24m. agreed by the company and its shareholders last December.

Opposition in the House of Commons has so far denied the Bill a formal Second Reading and the Government is expected to indicate this week whether Parliamentary time will be found for a full debate.

Capture of Felixstowe by European Ferries is sure to provoke a political row over the BTDB Bill with the Conservative Party and the private enterprise group which will guarantee a much brighter future for the docks than State ownership.

## Better off on benefits—Tory MP

**RALPH HOWELL**, Conservative MP for Northampton, claims in a pamphlet today that nearly half the working population would be better off living on unemployment and social security benefits.

An employee earnings £45 a week gross, with a wife and two children, is almost £1 a week better off than if he were unemployed. For single people earnings up to £40 a week for married couples up to £45, and for families (four children) up to £60 a week, the value of flat tax benefits, earnings related benefits and tax refund together always exceed net income on unemployment after deduction of tax and national insurance.

Such a system is "the drip

feed of poison" that is destroying the nation's economy and will in time destroy the character of its people.

Mr. Howell suggests that all income should be taxed, tax thresholds raised, national insurance combined with income tax or financed through direct taxation, the present system of separately administered means-tested benefits abolished, and consideration given to introducing a minimum wage.

*Why Work? A Challenge to the Chancellor, by Ralph Howell M.P. Conservative Political Centre. 75p.*

## Long range weather forecast

## Warm spell

ATHER variable temperatures with near-average rainfall are recast for the next 30 days. The Meteorological Office says most areas will have near average temperatures and rainfall but in northern Ireland and Western Scotland it is likely to be warmer and drier than usual. It will be cold at first, with a warm spell likely in late March, and more cold weather in April. Snow and frost will probably occur with about average frequency and sunshine amounts will be near average.

## SNOW REPORTS

Dolph State		North State		South State		West State		East State	
1st 1/2		2nd 1/2		3rd 1/2		4th 1/2		5th 1/2	
1st 1/2		2nd 1/2		3rd 1/2		4th 1/2		5th 1/2	
January	5 45	Good	Cloud	4	4	4	4	4	4
Feb.	10 25	Fair	Cloud	3	3	3	3	3	3
March	115 150	Fair	Cloud	1	1	1	1	1	1
April	20 45	Fair	Cloud	1	1	1	1	1	1
May	25 70	Fair	Cloud	1	1	1	1	1	1
June	10 165	Good	Cloud	1	1	1	1	1	1
July	130 110	Good	Cloud	1	1	1	1	1	1
Aug.	20 70	Good	Fine	2	2	2	2	2	2
Sept.	20 70	Good	Fine	2	2	2	2	2	2
Oct.	20 70	Good	Fine	2	2	2	2	2	2
Nov.	20 70	Good	Fine	2	2	2	2	2	2
Dec.	20 70	Good	Fine	2	2	2	2	2	2

The above reports supplied by the Ski Club of Great Britain.

## Spain, Italy, Greece 'best for holidays'

**HOLIDAYMAKERS** confused by the dilemma of the currency markets and worried by the prospect of package tour surcharges, were advised yesterday: head for Spain, Italy or Greece this summer.

According to Thomson Holidays, the best way to beat the operators' "Trying to predict what might happen to surcharges by around mid-summer is virtually impossible."

"The best advice to anyone booking a holiday this year is to try to beat the fluctuating pound by booking a holiday to be taken before the end of May. After that, concentrate on those countries whose currencies have proved weakest so far, notably Spain, Italy and Greece."

## No sign of recovery in commercial vehicles market

THE BRITISH commercial vehicle market is showing no signs of recovery from the depression it ran into last year. According to figures published yesterday by the Society of Motor Manufacturers and Traders, registrations fell 17.7 per cent. in the first two months of the season, compared with the same months last year, and are now down by 22 per cent. over the first two months.

Although there is some disappointment with the figures, manufacturers had been expecting a difficult time early this year. There are some hopes that a revival will begin later in the year, as the side of the commercial vehicle sector is usually reckoned to follow the swings of the car market which has been surprisingly buoyant in the past two months.

Despite a decline in their total sales compared with a year ago, importers increased their market share last month from 11.8 per cent. to 12.15 per cent. In the first six months of this year, they managed to improve their position in the important heavy goods sector—covering vehicles of over 35 tonnes gross weight—with sales of 1,067, against 1,059 last year.

Taking in all vehicle classes, the British Leyland and Ford increased their market share last month to 33.0 per cent. and 30.0 per cent. respectively, while Bedford's fell from 20.6 per cent to

18.3 per cent. and Chrysler's from 6.97 per cent. to 3.66 per cent.

But Bedford has taken the lead in the heavy truck sector, with 1,078 units sold (23.6 per cent. registrations) last month. British Leyland came second, with 988 sales, Ford third with 984, and Chrysler fourth with 373. Since the end of the hard winter of last year, the company has been showing a gradual recovery in its market position.

The importers continue to show their most significant inroads into the British market in the heavy-goods sector, where Continental manufacturers have a lead on truck development.

The figures also show that Datsun, the Japanese manufacturer, is turning into attention to pickup sales. After promising to hold its car sales steady in 1977, it has increased its sales in the intense trade union pressure for import controls on cars. Datsun managed to sell 228 pickups last month, second to only Chrysler. France among the importers.

The beginning of the year, when Datsun first began a serious attempt to build up sales in light commercial vehicles, has sold 388 vehicles. The company said last night that it is still working on a test programme to exercise on the vehicles, and no decision had been taken to import them in quantity.

## Dennis Motors to make double-deck buses again

**DENNIS MOTORS** is to re-enter the double-deck bus market after ten years' absence, and aims by 1978-79 to command some 10 per cent of the British market for such vehicles in chassis form. It also hopes to win substantial orders abroad.

Leicester Corporation, it was announced yesterday, has ordered five prototype Dennis Chassis (including the engine), after five years of building up a fleet of Swedish-built buses.

The Leicester order follows trials in the city. Leicester has not yet decided on where to buy the bodies for the buses, but it will be in Britain.

The British market for double-decker buses is currently some £2,000 a year. The buses being produced by Dennis, part of Hestral, will have Gardner L6H diesel engines. With full automatic transmission (incorporating retarder) and a retarder system, and air brakes.

It is intended to build 12 models ahead of the commencement of deliveries in April 1977.

Demand for buses in the UK has risen as a result of a boomlet associated with the three-day working week at the time of the fuel crisis in 1974 and associated short-time working in British Leyland.

Leicester Corporation's feeling that the Dennis buses will provide improved fuel consumption is shared by other Swedish firms in Scandinavia, about which it otherwise has "no grumbles."

## Qualifying life assurance

**THE NEW** provisions of the 1975 Finance Act relating to "qualifying" life assurance contracts—those entitled to tax reliefs on the premiums—are to be implemented on April 1. It was incorrectly implied in a report on Saturday that the introduction was to be postponed.

## Freezer sales likely to level out after record

At a time when refrigerator sales fell slightly, food freezer deliveries last year totaled \$48,691, compared with 71,357 in 1974 and \$12,000 in 1973.

William E. Morgan, Executive Vice-Chairman of the Food Freezer and Refrigerator Council, said the industry was hoping for a relaxation of personal taxation and an easing of the 25 per cent rate on freezers in the Budget.

Within the industry, the feeling is that freezer sales are likely to level off this year, although there could be further improvement in the field of combined fridge-freezers. In 1975, sales of fridge-freezers increased by 20 per cent, to 352,516.

One company predicting expansion is the Food Freezer Record sales of both freezers and frozen foods in 1975. R. B. Perry, its marketing director, said yesterday: "A reduction in VAT would certainly provide an additional short-term boost, but we expect to increase sales in any case."

# Burns Fry

**Two of Canada's most respected,  
fully integrated, financial houses merge  
their talents and resources in a new firm.**

On March 1, 1976, Burns Bros. and Denton Limited joins with Fry Mills Spence Limited to form Burns Fry Limited. This combination of one of Canada's leading equity trading and investment research houses with the number one market maker in debt securities will make possible a new level of service to the financial community.

Head Office in the Toronto Dominion Tower in Toronto.  
Montreal, Halifax, Ottawa, Hamilton, Kitchener, London, Winnipeg, Edmonton,  
Calgary, Vancouver, New York, Boston, London/England.

## World Value of the Pound

The table below gives the latest available exchange rates for the pound against various currencies as of 1 July 1976. In some cases the rates are nominal. Market rates are the rates of buying and selling rates except where they are shown to be otherwise. In cases where market rates have been calculated the market rates of foreign currencies into which they are tied. Exchange in the U.K. and most of the rest is officially controlled and the shown should not be taken as being able to any particular transaction without reference to an authorised dealer.

Place and Local Unit	Value of \$ Sterling	Place and Local Unit	Value of \$ Sterling	Place and Local Unit	Value of \$ Sterling		
Amu Dhiyohi Franc	525.00	Germany	Deutschmark	4.9412	Parguay	Guarani	244.00
Amu Afghani	114.40	Shang Hai	West	2.22	D. H. of		0.70
Amu Afghani	114.40	Shang Hai	East	1.20	Yemen	S. Yemen Dime	0.70
Amu Afghani	114.40	Gilbert	Amst. Dollar	1.1111	Peru	Sol	0.70
Amu Afghani	114.40	Shang Hai	West	2.22	Philippines	Phil. Peso	1.25
Amu Afghani	114.40	Shang Hai	East	1.20	Poland	Zloty	1.25
Amu Afghani	114.40	Shang Hai	West	2.22	Portugal	Pago Escudo	1.25
Amu Afghani	114.40	Shang Hai	East	1.20	Prussia	Thaler	1.25
Amu Afghani	114.40	Shang Hai	West	2.22	Qatar	Riyal	1.25
Amu Afghani	114.40	Shang Hai	East	1.20	Romania	Leu	1.25
Amu Afghani	114.40	Shang Hai	West	2.22	Rwanda	Rwanda Franc	1.25
Amu Afghani	114.40	Shang Hai	East	1.20	S. Africa	Rand	1.25
Amu Afghani	114.40	Shang Hai	West	2.22	Siam	Baht	1.25
Amu Afghani	114.40	Shang Hai	East	1.20	Singapore	Dollar	1.25
Amu Afghani	114.40	Shang Hai	West	2.22	Sri Lanka	Rupia	1.25
Amu Afghani	114.40	Shang Hai	East	1.20	Taiwan	New Taiwan \$	1.25
Amu Afghani	114.40	Shang Hai	West	2.22	Tanzania	Schilling	1.25
Amu Afghani	114.40	Shang Hai	East	1.20	Thailand	Baht	1.25
Amu Afghani	114.40	Shang Hai	West	2.22	Turkey	Lira	1.25
Amu Afghani	114.40	Shang Hai	East	1.20	Uganda	Schilling	1.25
Amu Afghani	114.40	Shang Hai	West	2.22	U.S.A.	Dollar	1.25
Amu Afghani	114.40	Shang Hai	East	1.20	Vietnam	Dong	1.25
Amu Afghani	114.40	Shang Hai	West	2.22	Yemen	S. Yemen Dime	1.25
Amu Afghani	114.40	Shang Hai	East	1.20	Zambia	Kwacha	1.25
Amu Afghani	114.40	Shang Hai	West	2.22	Zimbabwe	Dollar	1.25

(a) The Mongolian Tugrik has lately been reported to stand at an official commercial rate of 0.225 Russian rubles. The 1950-51 Vietnamese data at 0.596 rubles, and the North Korean data at 0.462 rubles. With the pound standing at 1.53 rubles, the following relationships could be calculated for the pound: £1=0.23 tugriks, £1=5.96 rongs, £1=2.09 won.

(b) Information not available for this edition.

(c) Rate is the Transfer market (controlled).

(d) Rate now based on 2 Barbados \$ to the rupee.

(e) BCRA 347.23.

(f) Some of the official rate.

(g) Exchange differential.

**Montreal, 1**



## APPOINTMENTS

## Amoco Europe Incorporated

## SOLICITOR

Amoco Europe Incorporated is responsible for co-ordinating the petroleum exploration and marketing activities of the European subsidiaries of Standard Oil Company (Indiana), one of the world's largest oil companies. A vacancy exists in Amoco Europe's law department which, in conjunction with other staff lawyers and outside attorneys, provides legal assistance to the various European affiliated companies.

Applications are invited from solicitors with commercial experience, preferably but not necessarily in the oil industry. The work is varied and interesting and will involve some foreign travel. An excellent salary commensurate with experience will be offered to the successful applicant.

Applications, which will be treated with the strictest confidence, should be submitted to:

P. W. Brown, Senior Employee Relations Advisor,

Amoco Europe Inc., 33 Cavendish Square, London W.1.



## The Gambia

## Cost Accountant

At Price Control Unit in Ministry of Finance and Trade to advise and assist in fixing by Government of approved selling prices by reference to costings submitted by business enterprises and costing of articles from customs records, etc., in connection with verification of the fairness of selling prices charged by business enterprises. Applicants must be Cost Accountants from recognised institutions and have experience in costing goods for sale. Appointment 2 years.

Salary according to qualifications and experience plus variable tax free overseas allowance in range £895-£1,325 p.a.

Other benefits include free family passages, paid leave, children's education allowances and free accommodation and medical attention. All emoluments paid by the British Government. Applicants should be citizens of the United Kingdom.

For further information and application form, please apply, giving age and brief details of qualifications and experience to:

Appointments Officer

Room E301

Ministry of Overseas Development

Eland House

Strag Place

LONDON SW1E 5DH

Part-time

Editorial Assistant

The Investors Chronicle has a vacancy for someone to assist in compiling and editing World Banking, a well established annual survey.

He or she will be required to contact some 500 of the world's leading banks for information; monitor the flow of accounts, check the statistics and prepare them for the printer.

It is likely that a retired person (or someone who is not in full-time employment) with a banking background, who is used to working with annual reports, would find this interesting and rewarding employment.

Please apply in writing to, or telephone:

Associate Editor, Investors Chronicle, 30 Finsbury Square, London EC2A 1PJ. (Telephone: 01-628 4050).

THE PAINLESS WAY TO FIND A

SENIOR SECRETARY

If you need a PA Secretary, a girl with the Right Background and qualifications to assist you in your work with both staff and clients then you also need a high calibre service to interview and short list applicants for you.

Please ring Julie Laycock on 629 5747, the

SPECIAL APPOINTMENTS DIVISION OF Adventure

## COURSES

## A one-day course on

## Productivity

## analysis

London, 7 April 1976

Repeat of the course run on 21 January 1976

A course particularly suitable for production managers, industrial economists, accountants and financial controllers.

It deals with the measurement of inputs and outputs, data collection and interpretation, analysis of productivity components in the cost structure and rate of return; and the use of productivity models in planning and control. Several case studies conducted in industry will be discussed.

For application form (Course fee: £40) and full details, please apply to:

The Director of Post-experience Courses, Department of Management Science, Imperial College, Exhibition Road, London SW7 2BX.

Tel. 01-585 5111, ext. 2228

Department of Management Science

Imperial College of Science and Technology

## CLASSIFIED ADVERTISING RATES

	Per single column centimetre
Appointments	£10.00
Industrial and Business Property	£10.00
Business Opportunities	£12.00
Minimum depth—Three single column centimetres.	
Premium positions available—rates on request.	

Write to:

Classified Advertisement Manager,

Financial Times, 10, Cannon Street, EC4A 4B.

## LEGAL NOTICES

No. 0044 of 1976  
In the HIGH COURT OF JUSTICE  
Chancery Division Companies Court, in the Matter of ROBEY SALMONS LIMITED and in the Matter of The Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the Winding up of the above-named Company by the High Court of Justice was on the 8th day of March, 1976, presented to the said Court by THE MAYOR, ALDERMEN AND BURGESSSES OF THE ROYAL BOROUGH OF KENSINGTON AND CHISLEA of the Town Hall, Kensington High Street, London, W.8, and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London, W.C.2A, on the 26th day of March, 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

A. ELLERY,  
19-21, Young Street,  
London, W.8.  
Solicitor for the Petitioner.

No. 0045 of 1976  
In the HIGH COURT OF JUSTICE  
Chancery Division Companies Court, in the Matter of ROBEY SALMONS LIMITED and in the Matter of The Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the Winding up of the above-named Company by the High Court of Justice was on the 8th day of March, 1976, presented to the said Court by THE MAYOR, ALDERMEN AND BURGESSSES OF THE ROYAL BOROUGH OF KENSINGTON AND CHISLEA of the Town Hall, Kensington High Street, London, W.8, and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London, W.C.2A, on the 26th day of March, 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

A. ELLERY,  
19-21, Young Street,  
London, W.8.  
Solicitor for the Petitioner.

No. 0046 of 1976  
In the HIGH COURT OF JUSTICE  
Chancery Division Companies Court, in the Matter of ROBEY SALMONS LIMITED and in the Matter of The Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the Winding up of the above-named Company by the High Court of Justice was on the 8th day of March, 1976, presented to the said Court by THE MAYOR, ALDERMEN AND BURGESSSES OF THE ROYAL BOROUGH OF KENSINGTON AND CHISLEA of the Town Hall, Kensington High Street, London, W.8, and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London, W.C.2A, on the 26th day of March, 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

A. ELLERY,  
19-21, Young Street,  
London, W.8.  
Solicitor for the Petitioner.

No. 0047 of 1976  
In the HIGH COURT OF JUSTICE  
Chancery Division Companies Court, in the Matter of ROBEY SALMONS LIMITED and in the Matter of The Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the Winding up of the above-named Company by the High Court of Justice was on the 8th day of March, 1976, presented to the said Court by THE MAYOR, ALDERMEN AND BURGESSSES OF THE ROYAL BOROUGH OF KENSINGTON AND CHISLEA of the Town Hall, Kensington High Street, London, W.8, and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London, W.C.2A, on the 26th day of March, 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

A. ELLERY,  
19-21, Young Street,  
London, W.8.  
Solicitor for the Petitioner.

No. 0048 of 1976  
In the HIGH COURT OF JUSTICE  
Chancery Division Companies Court, in the Matter of ROBEY SALMONS LIMITED and in the Matter of The Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the Winding up of the above-named Company by the High Court of Justice was on the 8th day of March, 1976, presented to the said Court by THE MAYOR, ALDERMEN AND BURGESSSES OF THE ROYAL BOROUGH OF KENSINGTON AND CHISLEA of the Town Hall, Kensington High Street, London, W.8, and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London, W.C.2A, on the 26th day of March, 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

A. ELLERY,  
19-21, Young Street,  
London, W.8.  
Solicitor for the Petitioner.

## APPOINTMENTS WANTED

## SENIOR DEALER

Dutch-national Eight years experience in foreign exchange and currency deposit trading. Fluent English, French, German. Some Middle East experience. Free to relocate and to travel. Seeks senior position with major bank or company.

Letter to Box No. 739,  
The Financial Times, 10, Cannon Street, EC4A 4B.

## EXPERIENCED INTERNATIONAL TRADER

In produce, beef and agricultural commodities, from Spanish and French working knowledge Portuguese, English, Spanish, Italian, and French.

Write Box 740, Financial Times, 10, Cannon Street, EC4A 4B.

## ART GALLERIES

AGNEW GALLERY, 43, Old Bond St., W.1. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

WILKINSON, HUBERT YENCKE, 10, Old Bond St., W.1. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

MARK BODWIN, 8, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

THE PARKER GALLERY, 25, Abchurch Lane, E.C.4. 10.30-5.30. Masterpieces, Drawings and Prints until 15.4.76. Mon-Fri 9.30-5.30. Thurs only 10.30-5.30.

No. 0049 of 1976  
In the HIGH COURT OF JUSTICE  
Chancery Division Companies Court, in the Matter of ROBEY SALMONS LIMITED and in the Matter of The Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the Winding up of the above-named Company by the High Court of Justice was on the 8th day of March, 1976, presented to the said Court by THE MAYOR, ALDERMEN AND BURGESSSES OF THE ROYAL BOROUGH OF KENSINGTON AND CHISLEA of the Town Hall, Kensington High Street, London, W.8, and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London, W.C.2A, on the 26th day of March, 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

A. ELLERY,  
19-21, Young Street,  
London, W.8.  
Solicitor for the Petitioner.

No. 0050 of 1976  
In the HIGH COURT OF JUSTICE  
Chancery Division Companies Court, in the Matter of ROBEY SALMONS LIMITED and in the Matter of The Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the Winding up of the above-named Company by the High Court of Justice was on the 8th day of March, 1976, presented to the said Court by THE MAYOR, ALDERMEN AND BURGESSSES OF THE ROYAL BOROUGH OF KENSINGTON AND CHISLEA of the Town Hall, Kensington High Street, London, W.8, and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London, W.C.2A, on the 26th day of March, 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

A. ELLERY,  
19-21, Young Street,  
London, W.8.  
Solicitor for the Petitioner.

No. 0051 of 1976  
In the HIGH COURT OF JUSTICE  
Chancery Division Companies Court, in the Matter of ROBEY SALMONS LIMITED and in the Matter of The Companies Act, 1



ATION OF the German agreement has brought the first round of the election campaign to a close. It was an event, as fascinating as a chess match, difficult to describe. The draw, but a draw that no emerging weaknesses in the contestants spoiled and developed into a stalemate. This may be devoid of excitement but it is in the vein of the last, it will be cerebral of a high order.

First, is the moral of the story. The beginning of this governing coalition of Democrats and Free is looked all set for a victory under the SPD Chancellor, Helmut Schmidt. The FDP were presenting a united front to the world, FDP had made clear its intention to continue in coalition. The CDU seemed to lie in wait, where the FDP had made clear its intention to continue in coalition. The CDU seemed to lie in wait, where the FDP had made clear its intention to continue in coalition.

# The Polish opening that changed the German chess game

BY NICHOLAS COLCHESTER IN BONN

The strange twist had its origin two months ago when three unidentified rebel members of the local SPD-FDP coalition brought down the coalition government in Lower Saxony. The CDU came to power with a minority government in that state under Herr Ernst Albrecht. That increased the majority of the CDU in the Upper House in Bonn (which is representative of the State Government) to the point where it became clear that the Polish agreement might be blocked.

In the period between the upset in Lower Saxony and the Bundestag votes last Friday the CDU had to forge a constructive line from its opposition to the agreement. That involved papering over the gulf between Herr Kohl, who wanted to preserve good relations with the Free Democrats, and Herr Strauss, for whom the agreement, however worded, was anathema.



Herr Genscher (left) and Herr Kohl, leaders of the Free Democrats and Christian Democrats respectively and a bit closer because of an intricate game.

persuaded the Polish Foreign Minister, Mr. Olszowski, to agree. Herr Albrecht was the man to make this CDU offer because his power in Lower Saxony depended directly on continued support from the FDP.

The following hours were Herr Kohl's finest and luckiest. He has promised a uniform CDU attitude in the Upper House. This would have posed few problems in a vote against the agreement, but to everyone's amazement he now produced unanimity for them. He won over the right wing State prime ministers. Even the Bavarian Prime Minister, Herr Alfons Goppel, voted "yes". Herr Strauss was conspicuously absent. Later the gloss faded somewhat. It transpired that Herr Goppel had voted contrary to the wishes of the CDU leadership. So the split had not disappeared after all: it had merely mutated into a division within the CDU itself.

would lose strength if it made the switch to the CDU. It should be remembered here that, for all its influence, the FDP has a proportion of the total vote only narrowly above 5 per cent. The constitution in effect provides that parties with less than 5 per cent are not represented in Parliament at all.

With the struggle for the Polish agreement over, 1976 reverts to its former character of an election year in search of an issue. Last winter it was assumed that the economy would be the main theme of this election. Here Herr Schmidt finds events going his way. The signs at the moment are that the economy is picking up well.

The political programme provides two more excuses for intricate manoeuvring. At the beginning of April there is a State election in Baden-Wuerttemberg, the last before the election proper. A CDU victory is assured, but an especially poor showing for the FDP and SPD would leave the Free Democrats even more jittery about their coalition course. Then there is the FDP party congress in May at which the party's final decision to run in the election with the SPD will be taken.

The shifting attitude of the U.S. towards detente and the growing power of the Italian Communists are imponderables that could provoke the next political argument in Bonn. Both areas of uncertainty have the potential to pull this election year out of its backwater and into the mainstream of European politics. For though the struggle for the Polish treaties was a captivating piece of modern German politics, it still remained a parochial affair in the eyes of the world at large.

# High productivity and worker morale—lowest labour costs within the U.S. market.

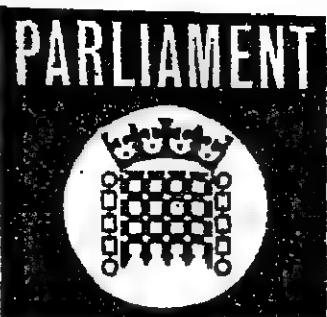
## Where?

Commonwealth of Puerto Rico  
Economic Development Administration  
Dept. D2, Zurich-Haus-Pavillon  
Am Opernplatz  
6000 Frankfurt/Main - Germany  
Telephone: (0611) 721242/3 Telex: 4189257

We reply immediately!







## NEB must go, says Heseltine

By John Hunt

A CALL for the dismantling of the National Enterprise Board was made last night by Mr. Michael Heseltine, shadow industry secretary, speaking to the Insurance Institute of London.

He argued that the existence of the NEB allowed some people to maintain that investment should be stimulated and directed through a panoply of controls. Government approval and selected central support.

"This offers no satisfactory alternative to allowing a genuine pursuit of profit with companies exercising judgments and carrying responsibilities for them," he declared.

"The dismantling of these controls—whether price control, dividend restraint, planning agreements or the NEB—has to be a central feature of any programme for backing the successful companies of this country."

He predicted that it would be only "the fast resort companies" that associated on an equity basis with the NEB. Therefore, the quality of its investment opportunities would be inferior to those on offer to the private sector.

"When to this is added the inevitable political pressures associated with vote creation, via short-term job creation, I cannot view that alternative as anything other than dismaying," he added.

## U.S. flights by Concorde 'confidence'

MR. PETER SHORE, Trade Secretary, yesterday told MPs of his confidence that Concorde will fly to both New York and Washington.

But he agreed it was only "common sense" to acknowledge that there would be pressure for unofficial action here if there was discrimination against the aircraft in the U.S.

Mr. Norman Tebbit, an Opposition spokesman, had suggested that the U.S. should bear this in mind in reaching a speedy decision.

Mr. John Cope (C. Gloucestershire) said it should be made clear in the U.S. that "if Concorde is subject to jealous and obstructive opposition it will gravely damage Anglo-American friendship—and friendship with France."

Mr. Shore assured him that this was well understood in the U.S. "We are all looking for a constructive solution to the many obstacles which exist," he added.

## Cost of keeping beaches clean

ENGLISH local authorities spent about £55,000 clearing of from inshore waters and beaches in 1973-74. Mr. Denis Howell, Minister of State, Environment, said in a Commons written reply.

# Dell promises land tax changes to help industry

By JUSTIN LONG, PARLIAMENTARY CORRESPONDENT



MR. EDMUND DELL  
More latitude for companies.

CONCESSIONS to help industrial development under the proposed development land tax were announced by the Government in the Commons last night.

Mr. Edmund Dell, Paymaster-General, promised that changes would be made in the Development Land Tax Bill—which the Government hopes to operate from August 1—so as to give companies more latitude without triggering tax liability, particularly on their own land.

The Tories condemned the "labyrinthine" provisions and the intended 80 per cent rate, which they regarded as lethal to housebuilding and to industrial recovery.

But their motion condemning the proposed rate of tax was defeated by a Government majority of 34 (282-258), and the Bill gained its second reading without further division.

The Government, making its first very provisional estimate of the yield of the new tax, suggested that after about five years it would provide about £200m-£300m.

This would be "considerably more" than the yield of the development gains tax imposed in the 1973 Budget by Lord Barber, then Chancellor of the Exchequer. Mr. Dell was told by Mr. Denis Davies, Minister of State, Treasury.

Mr. Timothy Raison, Opposition spokesman on environment affairs, urged the Government to reduce the rate and indicated that, if Ministers were willing to use the Tories were not "irrevocably" opposed to the principles in the Bill.

But Mr. Dell, defending its proposals, contended that the changes offered by the Government would meet anxieties raised about the publication of the White Paper and the Bill.

Outlining the concessions, Mr. Dell pointed out that Clause 18 already provided that the Development Land Tax (DLT) liability in respect of buildings or extending an industrial building was deferred until it was either

sold or ceased to be used for industrial purposes.

"Companies will therefore be free to carry out industrial developments on their own land without having to pay the tax for as long as they own and use the building," said the Minister.

"But it has been represented to us that this would discourage companies from financing the development by subsequently entering into a sale and lease back arrangement with an insurance company or pension fund since the tax liability would be triggered by that sale."

"We therefore will be proposing amendments to Clause 19 so that the deferred charge will not be triggered when there is a disposal by way of sale and lease back," he said.

"In such cases, the charge will arise if the owner subsequently leaves the property, or ceases to use it for a qualifying industrial purpose."

"This means that industrialists can now plan industrial investments in the knowledge that they can be financed by a sale and lease back after the commencement of the material deposits without triggering the DLT charge on that development."

On the further concession he proposed, Mr. Dell recalled that it was originally announced that when DLT was payable by instalments, those instalments should bear interest from the date the liability arose.

"In the light of the representations we have received, in most cases interest will now be charged only if the instalment itself is overdue."

Some concern had been expressed at the possible effect of DLT on housebuilders' cash-flow. "I think that these fears have been exaggerated," said the Minister.

In many cases, builders would have had to pay a development value price for the land and little or no DLT would then arise from the development itself.

More to the point, the builder would be able to pay the tax to which he was liable by eight yearly or 16 half-yearly instalments—and the first instalment would not be due until 12 months after the project was begun.

"By that time," said Mr. Dell, "the builder—even of a large development—is likely to have started to receive some cash benefit from his output, in the form of stage payments, deposits on the proceeds of sale of completed houses."

But Mr. Raison, for the Opposition, deplored the "draconian" approach of the Government. If the Bill was to be the first step towards 100 per cent confiscation of development land, this was absolutely and emphatically wrong, he declared.

What was needed was a Bill which would encourage people to bring land forward for development, rather than just sit on it. The essence of the amendment Mr. Raison proposed was that the Bill was a convenient tax and lower tax.

## SNP call for separate Bill

Mr. Stephen Ross, Liberal spokesman, said a much better approach would have been to levy a variable tax based on the annual value of land scheduled for development. This could be imposed by local authorities as planning permission was granted and collected by them.

He congratulated the Government on heading representations about the rate of tax and the minimum exemption figure.

Mr. Douglas Crawford (SNP Perth and E. Perthshire) said there was much less fertile ground in Scotland for speculation than in the South-east of England because speculators could only flourish in conditions of scarcity.

The device was irrelevant, if not positively harmful, to Scotland. He urged a downward variation of tax rates in intermediate and special development areas, thereby directing development to areas where it was most needed.

Because of the differences between Scotland and the rest of the country, there should be a separate Scottish Bill and it should be debated in a Scottish Assembly.

Mr. William Hamilton (Lab. Life Cent.) said: "I do not want to be on the committee which discusses this Bill."

Drawing attention to the small attendance in the chamber, he commented: "This House is instinctively shying away from something which might as well be written in Chinese."

"Little Chinese minds have invented the verbiage in this Bill. It is a great pity because we are dealing with a gut issue which should differentiate quite clearly the philosophy of the Labour Party as against the Tory Party."

Winding up for the Opposition, Mr. Graham Page (Crossy) said he should declare an interest as a lawyer "because this Bill is going to be a lawyers' feast."

The rate of tax imposed by the Bill—80 per cent for only the first three years, thereafter rising to 80 per cent—would be penal and impede development.

By imposing a levy on the property of churches and charities, the Government was restricting provision of services to the community.

But the real condemnation of the Bill was that it did nothing to solve the fundamental problem of the dereliction of cities and towns.

Replying, Mr. Denis Davies, Minister of State, Treasury, said the Government was considering whether there was a fair and practical way of excluding from current use value of disused land the right to resume a piece of land after the land had been disused for a prolonged period, perhaps ten years.

He explained that the existence of the right could make it significantly more expensive for local authorities to acquire such land.

He rejected completely the suggestion that charities have been badly treated under this legislation.

Stating that the Government was concerned only with one kind of "windfall" gain, Mr. Davies said that in a recent case a pension fund had made a large profit but paid no tax whatsoever. "It is wrong to let a pension fund invest for gain and then does not pay tax on any windfall gain. I do not see why pension funds should be privileged in this way."

But Liberal as well as Tory Peers condemned an amendment to the Laker Skytrain Bill.

Lord Winterbottom, Government spokesman on trade matters, commenting on the amendment of compensation for Laker, which was raised in the debate, said he would draw the attention of Mr. Peter Shore, Trade Secretary, to the views expressed, and added: "It is worth thinking about in the context of what might happen in the future."

Mr. Shore stressed that he had no difficulty whatever in reconciling his private views with his Ministerial views on the Common Market.

"Those who foolishly thought that short-term and large benefits would accrue in trade between Britain and the EEC, have been shown to be lamentably wrong," he said, to derisive boos from Tory MPs.

From the Opposition front bench, Mr. Raphael Tuck (Labour, Warrford) urged Mr. Shore to "come down off his Ministerial pedestal. These figures you have just given belie completely the proud hopes expressed when we joined the EEC."

Mr. Shore stressed that he had no difficulty whatever in reconciling his private views with his Ministerial views on the Common Market.

"Those who foolishly thought that short-term and large benefits would accrue in trade between Britain and the EEC, have been shown to be lamentably wrong," he said, to derisive boos from Tory MPs.

From the Opposition front bench, Mr. Raphael Tuck (Labour, Warrford) urged Mr. Shore to "come down off his Ministerial pedestal. These figures you have just given belie completely the proud hopes expressed when we joined the EEC."

Mr. Shore stressed that he had no difficulty whatever in reconciling his private views with his Ministerial views on the Common Market.

"Those who foolishly thought that short-term and large benefits would accrue in trade between Britain and the EEC, have been shown to be lamentably wrong," he said, to derisive boos from Tory MPs.

From the Opposition front bench, Mr. Raphael Tuck (Labour, Warrford) urged Mr. Shore to "come down off his Ministerial pedestal. These figures you have just given belie completely the proud hopes expressed when we joined the EEC."

Mr. Shore stressed that he had no difficulty whatever in reconciling his private views with his Ministerial views on the Common Market.

"Those who foolishly thought that short-term and large benefits would accrue in trade between Britain and the EEC, have been shown to be lamentably wrong," he said, to derisive boos from Tory MPs.

## Minister pressed on car 'dumping'

By JOHN HUNT

IF THE car industry wishes, the Government is prepared to consider anti-dumping action against the importation of cars from Eastern Europe, Mr. Eric Deakin, Under-Secretary for Trade, told the Commons yesterday.

Mr. Peter Shore, the Trade Secretary, gave figures showing that import penetration of foreign cars into Britain continues to grow. In February, it reached a level of 36.1 per cent, of all registered cars compared with 32.5 per cent in January and 33.2 per cent for the whole of 1975.

Through questions on trade matters, MPs from both sides of the House continually expressed concern about the dumping of foreign goods in the U.K., particularly from Eastern Europe.

On the question of car imports from the Eastern bloc, Mr. Deakin said that informal discussions had taken place between officials of his Department and representatives of the Society of Motor Manufacturers and Traders. But there had been no representations from British Leyland or Chrysler.

He pointed out, however, that the import penetration of cars from Eastern Europe only reached 1.68 per cent, during 1974.

Mr. Hal Miller (C. Bromsgrove and Redditch) protested that cars imported from beyond the Iron Curtain cost up to £400 less than the landed import price of Continental cars with the same equipment.

Mr. Michael Neubert (C. Romford) asked how—if it was not a case of dumping—the Polish Fiat was able to undercut the selling price of a Morris Marina by nearly 25 per cent. According to Mr. Ben Ford (Lab. Bradford N.), importers should be obliged to prove that their goods were not being dumped before they were allowed into the country.

Mr. Deakin reminded the critics that there are a major trading nation and that any change in the GATT anti-dumping code could also be used against British exports.

From the Conservative front bench, Mr. Tim Renton declared: "The Government's face evidence that these cars are being dumped in this country." He suggested that during the forthcoming visit of Mr. Gromyko, the Soviet Foreign Minister, the Government should emphasise to him that the bilateral trade agreement "does mean two sides to a bargain."

Mr. Deakin retorted: "It is for the industry to put forward evidence. The ball is in their court."

Replying to another question, Mr. Shore said that during 1975, 12,000 cars were imported including 125,000 from Japan. About one-third of registrations were accounted for by foreign cars. In January, he said, total car imports were 37,600 valued at £2,575 million, including 11,100 cars from Japan.

Mr. John Stonehouse (Labour, Walsall N.) claimed that these were very serious figures which predicted the collapse of the British car industry in ten or 15 years' time, apart from the Government's reduction. He wanted to know what the Government was doing to improve the efficiency and performance of the British car industry.

Mr. Deakin told him: "It would be a very defeatist view simply to extrapolate the trend forward. I do not envisage at all the collapse of the British car industry."

In a separate question, Mr. Stonehouse said that he was very concerned about the very large, and enormous, subsidies by the Government and, above all, the increased efforts of all those employed in it.

He emphasised that far more cars were imported from EEC countries than from Japan. "The balance of our trade in completed cars with the EEC has declined quite dramatically since we joined the Community. This is a very disturbing trend."

The Trade Secretary also stressed the importance which the Government attaches to a balanced growth in trade with the Soviet Union. During 1975, he said, business with Russia had almost doubled in value compared with 1974.

A substantial volume of business was now under negotiation and he hoped to have an early conclusion to some important contracts.

Offshore grant payments

Financial Times Reporter

NEARLY £900,000 has so far been paid to offshore operators under the scheme which provides interest-free grants on the provision of U.K. goods and services for fixed installations on the UKCS, Mr. John Smith, Minister of State for Energy, told the Commons yesterday.

Further negotiations with the Board will be complicated by the fact that railwaymen received basic rate increases of 2.5 per cent last autumn, just four days after the current pay policy took effect, and ER in the reply to the Government's offer of a 2.5 per cent increase.

The three rail unions are now considering how this offer is to be put into effect. The 2.5 per cent offer is to be put into effect.

No publication

THE PRIME MINISTER refused yesterday to publish evidence on which he based his assertion that there was strong South African participation in activities relating to Mr. Jeremy Thorpe.

In a Commons written reply, he said: "I intend to follow the practice of my predecessors in these matters."

## LABOUR NEWS Disputes shatter uneasy peace at Leyland plants

By PETER CARTWRIGHT, MIDLANDS CORRESPONDENT

THE COMPARATIVE industrial peace which had descended on British Leyland since last year's Government-backed rescue operation has been shattered by disputes affecting or threatening production of many Austin, Morris, Rover and Triumph models.

Coinciding with today's first annual meeting of the revamped company and the imminent launch of the Rover executive model, code-named the SD1, the disputes are both embarrassing and potentially damaging.

Yesterday production of Austin Maxi and Princess models was halted at Leyland's Cowley works, Oxford, as was output of Land Rovers and Range Rovers at Solihull. About 1,500 were made idle as a result.

The essential work of integration and rationalisation called for in the Ryder Report is being held up by the familiar problem of differentials. Three unions are mainly involved. They call for a central bargaining unit for the engineering division. Instead of bargaining at plant level, and for several months have refused to work on "transferred" components.

Management took a firm stand, and gave employees an ultimatum to do work allocated to them by last week-end. Three

Only Jaguar Cars in the BL cars division is unaffected. A strike by 400 toolroom workers, making 700 idle, has stopped Land Rover and Range Rover production.

A top engineering priority is to reduce the variety of models and components. Triumph and Rover have been merged in name, and rationalisation of operations at a dozen factories is being implemented. More recently integration has reached out to the Longbridge plant, making Minis and Allegros.

This programme inevitably involves making components in factories of Leyland Cars for non-traditional assembly lines, like the Rover 3.5 litre engine in the MGR V8 sports car. Engines or axles made at Triumph's Coventry factory might be put into Austin models at Longbridge.

The essential work of integration and rationalisation called for in the Ryder Report is being held up by the familiar problem of differentials. Three unions are mainly involved. They call for a central bargaining unit for the engineering division. Instead of bargaining at plant level, and for several months have refused to work on "transferred" components.

Management took a firm stand, and gave employees an ultimatum to do work allocated to them by last week-end. Three

Only Jaguar Cars in the BL cars division is unaffected. A strike by 400 toolroom workers, making 700 idle, has stopped Land Rover and Range Rover production.

A top engineering priority is to reduce the variety of models and components. Triumph and Rover have been merged in name, and rationalisation of operations at a dozen factories is being implemented. More recently integration has reached out to the Longbridge plant, making Minis and Allegros.

This programme inevitably involves making components in factories of Leyland Cars for non-traditional assembly lines, like the Rover 3.5 litre engine in the MGR V8 sports car. Engines or axles made at Triumph's Coventry factory might be put into Austin models at Longbridge.

The essential work of integration and rationalisation called for in the Ryder Report is being held up by the familiar problem of differentials. Three unions are mainly involved. They call for a central bargaining unit for the engineering division. Instead of bargaining at plant level, and for several months have refused to work on "transferred" components.

Management took a firm stand, and gave employees an ultimatum to do work allocated to them by last week-end. Three

Only Jaguar Cars in the BL cars division is unaffected. A strike by 400 toolroom workers, making 700 idle, has stopped Land Rover and Range Rover production.

A top engineering priority is to reduce the variety of models and components. Triumph and Rover have been merged in name, and rationalisation of operations at a dozen factories is being implemented. More recently integration has reached out to the Longbridge plant, making Minis and Allegros.

This programme inevitably involves making components in factories of Leyland Cars for non-traditional assembly lines, like the Rover 3.5 litre engine in the MGR V8 sports car. Engines or axles made at Triumph's Coventry factory might be put into Austin models at Longbridge.

The essential work of integration and rationalisation called for in the Ryder Report is being held up by the familiar problem of differentials. Three unions are mainly involved. They call for a central bargaining unit for the engineering division. Instead of bargaining at plant level, and for several months have refused to work on "transferred" components.

Management took a firm stand, and gave employees an ultimatum to do work allocated to them by last week-end. Three

Only Jaguar Cars in the BL cars division is unaffected. A strike by 400 toolroom workers, making 700 idle, has stopped Land Rover and Range Rover production.

A top engineering priority is to reduce the variety of models and components. Triumph and Rover have been merged in name, and rationalisation of operations at a dozen factories is being implemented. More recently integration has reached out to the Longbridge plant, making Minis and Allegros.

This programme inevitably involves making components in factories of Leyland Cars for non-traditional assembly lines, like the Rover 3.5 litre engine in the MGR V8 sports car. Engines or axles made at Triumph's Coventry factory might be put into Austin models at Longbridge.

The essential work of integration and rationalisation called for in the Ryder Report is being held up by the familiar problem of differentials. Three unions are mainly involved. They call for a central bargaining unit for the engineering division. Instead of bargaining at plant level, and for several months have refused to work on "transferred" components.

Management took a firm stand, and gave employees an ultimatum to do work allocated to them by last week-end. Three

Only Jaguar Cars in the BL cars division is unaffected. A strike by 400 toolroom workers, making 700 idle, has stopped Land Rover and Range Rover production.

A top engineering priority is to reduce the variety of models and components. Triumph and Rover have been merged in name, and rationalisation of operations at a dozen factories is being implemented. More recently integration has reached out to the Longbridge plant, making Minis and Allegros.

This programme inevitably involves making components in factories of Leyland Cars for non-traditional assembly lines, like the Rover 3.5 litre engine in the MGR V8 sports car. Engines or axles made at Triumph's Coventry factory might be put into Austin models at Longbridge.

The essential work of integration and rationalisation called for in the Ryder Report is being held up by the familiar problem of differentials. Three unions are mainly involved. They call for a central bargaining unit for the engineering division. Instead of bargaining at plant level, and for several months have refused to work on "transferred" components.

Management took a firm stand, and gave employees an ultimatum to do work allocated to them by last week-end. Three

Only Jaguar Cars in the BL cars division is unaffected. A strike by 400 toolroom workers, making 700 idle, has stopped Land Rover and Range Rover production.

cars division is unaffected. A strike by 400 toolroom workers, making 700 idle, has stopped Land Rover and Range Rover production.

A top engineering priority is to reduce the variety of models and components. Triumph and Rover have been merged in name, and rationalisation of operations at a dozen factories is being implemented. More recently integration has reached out to the Longbridge plant, making Minis and Allegros.

This programme inevitably involves making components in factories of Leyland Cars for non-traditional assembly lines, like the Rover 3.5 litre engine in the MGR V8 sports car. Engines or axles made at Triumph's Coventry factory might be put into Austin models at Longbridge.

The essential work of integration and rationalisation called for in the Ryder Report is being held up by the familiar problem of differentials. Three unions are mainly involved. They call for a central bargaining unit for the engineering division. Instead of bargaining at plant level, and for several months have refused to work on "transferred" components.

Management took a firm stand, and gave employees an ultimatum to do work allocated to them by last week-end. Three

Only Jaguar Cars in the BL cars division is unaffected. A strike by 400 toolroom workers, making 700 idle, has stopped Land Rover and Range Rover production.

A top engineering priority is to reduce the variety of models and components. Triumph and Rover have been merged in name, and rationalisation of operations at a dozen factories is being implemented. More recently integration has reached out to the Longbridge plant, making Minis and Allegros.

This programme inevitably involves making components in factories of Leyland Cars for non-traditional assembly lines, like the Rover 3.5 litre engine in the MGR V8 sports car. Engines or axles made at Triumph's Coventry factory might be put into Austin models at Longbridge.

The essential work of integration and rationalisation called for in the Ryder Report is being held up by the familiar problem of differentials. Three unions are mainly involved. They call for a central bargaining unit for the engineering division. Instead of bargaining at plant level, and for several months have refused to work on "transferred" components.

Management took a firm stand, and gave employees an ultimatum to do work allocated to them by last week-end. Three

Only Jaguar Cars in the BL cars division is unaffected. A strike by 400 toolroom workers, making 700 idle, has stopped Land Rover and Range Rover production.

A top engineering priority is to reduce the variety of models and components. Triumph and Rover have been merged in name, and rationalisation of operations at a dozen factories is being implemented. More recently integration has reached out to the Longbridge plant, making Minis and Allegros.

This programme inevitably involves making components in factories of Leyland Cars for non-traditional assembly lines, like the Rover 3.5 litre engine in the MGR V8 sports car. Engines or axles made at Triumph's Coventry factory might be put into Austin models at Longbridge.

The essential work of integration and rationalisation called for in the Ryder Report is being held up by the familiar problem of differentials. Three unions are mainly involved. They call for a central bargaining unit for the engineering division. Instead of bargaining at plant level, and for several months have refused to work on "transferred" components.

Management took a firm stand, and gave employees an ultimatum to do work allocated to them by last week-end. Three

Only Jaguar Cars in the BL cars division is unaffected. A strike by 400 toolroom workers, making 700 idle, has stopped Land Rover and Range Rover production.

A top engineering priority is to reduce the variety of models and components. Triumph and Rover have been merged in name, and rationalisation of operations at a dozen factories is being implemented. More recently integration has reached out to the Longbridge plant, making Minis and Allegros.

This programme inevitably involves making components in factories of Leyland Cars for non-traditional assembly lines, like the Rover 3.5 litre engine in the MGR V8 sports car. Engines or axles made at Triumph's Coventry factory might be put into Austin models at Longbridge.

The essential work of integration and rationalisation called for in the Ryder Report is being held up by the familiar problem of differentials. Three unions are mainly involved. They call for a central bargaining unit for the engineering division. Instead of bargaining at plant level, and for several months have refused to work on "transferred" components.

Management took a firm stand, and gave employees an ultimatum to do work allocated to them by last week-end. Three

Only Jaguar Cars in the BL cars division is unaffected. A strike by 400 toolroom workers, making 700 idle, has stopped Land Rover and Range Rover production.

A top engineering priority is to reduce the variety of models and components. Triumph and Rover have been merged in name, and rationalisation of operations at a dozen factories is being implemented. More recently integration has reached out to the Longbridge plant, making Minis and Allegros.

This programme inevitably involves making components in factories of Leyland Cars for non-traditional assembly lines, like the Rover 3.5 litre engine in the MGR V8 sports car. Engines or axles made at Triumph's Coventry factory might be put into Austin models at Longbridge.

The essential work of integration and rationalisation called for in the Ryder Report is being held up by the familiar problem of differentials. Three unions are mainly involved. They call for a central bargaining unit for the engineering division. Instead of bargaining at plant level, and for several months have refused to work on "transferred" components.

Management took a firm stand, and gave employees an ultimatum to do work allocated to them by last week-end. Three

Only Jaguar Cars in the BL cars division is unaffected. A strike by 400 toolroom workers, making 700 idle, has stopped Land Rover and Range Rover production.

A top engineering priority is to reduce the variety of models and components. Triumph and Rover have been merged in name, and rationalisation of operations at a dozen factories is being implemented. More recently integration has reached out to the Longbridge plant, making Minis and Allegros.

This programme inevitably involves making components in factories of Leyland Cars for non-traditional assembly lines, like the Rover 3.5 litre engine in the MGR V8 sports car. Engines or axles made at Triumph's Coventry factory might be put into Austin models at Longbridge.

The essential work of integration and rationalisation called for in the Ryder Report is being held up by the familiar problem of differentials. Three unions are mainly involved. They call for a central bargaining unit for the engineering division. Instead of bargaining at plant level, and for several months have refused to work on "transferred" components.

Management took a firm stand, and gave employees an ultimatum to do work allocated to them by last week-end. Three

Only Jaguar Cars in the BL cars division



## The Executive's World

EDITED BY JOHN ELLIOTT

RITTALL-HOPE

BY GEOFFREY OWEN

## Reflections of a takeover victim

AFTERNOON in April of old-world fuddy-duddy own side, preferring to "do his own thing" Mr. Slater told the meeting that he preferred to work through the existing management, though he would want to appoint his own chairman and would ask for the resignation of the two non-executive directors. He could guarantee the maintenance of existing rates of pay but would want the freedom to make closures and impose redundancies where necessary.

Asked why he had picked on Crittall-Hope, he said that the company was the right size. "We said this seemed a little like choosing a wife solely from her vital statistics. He also said he thought he could act as a catalyst between the Crittall and Hope sides of the company." He accepted that there might be special problems in the metal window business, Mr. Slater said.

Mr. Slater and Mr. Hope found a dedicated admirer of Mr. Slater and all his ways. The ex-chairman of the other company, "B" in East Anglia, admitted that Mr. Slater had achieved in three months a reorganisation which he himself had expected would take 18 months to two years, but he claimed that the result of the takeover had been the virtual extinction of company "B" as a trading concern. Mr. Slater later expressed the view to Mr. Hope that Crittall-Hope would turn out to be a "Manchester" rather than an "East Anglia" situation.

At the first full meeting, held at the offices of Crittall-Hope's merchant bankers, Mr. Slater was accompanied by a single agent, while the entire Board of Crittall-Hope were present together with representatives of the switchboard, merchant bankers, and auditors. (Mr. Slater employed a number of merchant bankers on his

side, preferring to "do his own thing" Mr. Slater told the meeting that he preferred to work through the existing management, though he would want to appoint his own chairman and would ask for the resignation of the two non-executive directors. He could guarantee the maintenance of existing rates of pay but would want the freedom to make closures and impose redundancies where necessary.

Asked why he had picked on Crittall-Hope, he said that the company was the right size. "We said this seemed a little like choosing a wife solely from her vital statistics. He also said he thought he could act as a catalyst between the Crittall and Hope sides of the company." He accepted that there might be special problems in the metal window business, Mr. Slater said.

**'No scale of compensation for redundancy or breach of contract can heal the wounds which are inflicted when a man's whole working surroundings are brusquely annihilated for reasons utterly beyond his control'—Mr. Michael Hope, former Crittall-Hope chairman reflecting on his company's takeover by Slater Walker.**

Mr. Slater took over the chairmanship himself, with John Crittall and Michael Hope becoming deputy chairmen; a number of SW nominees were added to the Board. Mr. Slater, according to Mr. Hope's account, "underwent an extremely detailed scrutiny of such things as charitable donations, fringe benefits of directors and senior managers, credit terms from suppliers, prompt invoicing and anything else which might improve the cash flow. I doubt if I achieved anything significant but at least it established an atmosphere of urgency and made it clear that no slackness would be tolerated. He also called for a report on the price level of every one of the company's major products and insisted on an immediate increase in most of them."

A number of overseas subsidiaries were sold or disposed of, but the most important decision in the UK was to concentrate as much of the production as possible in the Crittall factories in Essex. Both the Hope factories in the Midlands were to be sold and part

of the Smethwick one would be leased back to accommodate the ramp activities which could not be fitted into the Essex plants. There were to be about 700 redundancies, mostly in the Midlands, but a few in London, and perhaps 450 extra jobs in Essex.

"I told Mr. Slater," writes Mr. Hope, "that if I had foreseen the full extent of the redundancies which he was now determined to impose I could not have brought myself to recommend acceptance of his bid to the Crittall-Hope shareholders. He said that in that case I would have been ignoring the shareholders' best interests and on this we agreed to differ."

Mr. Hope's reflections on his experiences are several. First, he refers to a comment made by Mr. Slater at his first Crittall-Hope Board meeting: "The pro-

blems were the same for all industries."

Mr. Slater took over the chairmanship himself, with John Crittall and Michael Hope becoming deputy chairmen; a number of SW nominees were added to the Board. Mr. Slater, according to Mr. Hope's account, "underwent an extremely detailed scrutiny of such things as charitable donations, fringe benefits of directors and senior managers, credit terms from suppliers, prompt invoicing and anything else which might improve the cash flow. I doubt if I achieved anything significant but at least it established an atmosphere of urgency and made it clear that no slackness would be tolerated. He also called for a report on the price level of every one of the company's major products and insisted on an immediate increase in most of them."

Second, the average Stock Exchange investor expects quick results and takes a short-term view. "During the reorganisation any activity with a speculative or long-term future was ruthlessly pruned in order to release capital for exploiting lines which were proved certain."

Third, Mr. Hope comments that he belonged to a generation of business leaders who had lands were to be sold and part

of the Smethwick one would be leased back to accommodate the ramp activities which could not be fitted into the Essex plants. There were to be about 700 redundancies, mostly in the Midlands, but a few in London, and perhaps 450 extra jobs in Essex.

"I told Mr. Slater," writes Mr. Hope, "that if I had foreseen the full extent of the redundancies which he was now determined to impose I could not have brought myself to recommend acceptance of his bid to the Crittall-Hope shareholders. He said that in that case I would have been ignoring the shareholders' best interests and on this we agreed to differ."

Mr. Hope's reflections on his experiences are several. First, he refers to a comment made by Mr. Slater at his first Crittall-Hope Board meeting: "The pro-

blems were the same for all industries."

Mr. Slater took over the chairmanship himself, with John Crittall and Michael Hope becoming deputy chairmen; a number of SW nominees were added to the Board. Mr. Slater, according to Mr. Hope's account, "underwent an extremely detailed scrutiny of such things as charitable donations, fringe benefits of directors and senior managers, credit terms from suppliers, prompt invoicing and anything else which might improve the cash flow. I doubt if I achieved anything significant but at least it established an atmosphere of urgency and made it clear that no slackness would be tolerated. He also called for a report on the price level of every one of the company's major products and insisted on an immediate increase in most of them."

Second, the average Stock Exchange investor expects quick results and takes a short-term view. "During the reorganisation any activity with a speculative or long-term future was ruthlessly pruned in order to release capital for exploiting lines which were proved certain."

Third, Mr. Hope comments that he belonged to a generation of business leaders who had lands were to be sold and part

Dow is one of the world's leading chemical companies and its President, Mr. Benson Branch, one of the most withdrawn. Just given a top U.S. business award, he talks to Ray Dafter.

## A tough paternalist

THE PAST YEAR is likely to be remembered by Mr. Benson Branch, president of the U.S. Dow Chemical Company, for three particular reasons. First, he and his company have successfully bucked the trend and led a world-wide campaign for more realistic chemical prices in the face of reduced demand. Second, Dow has emerged from one of the fiercest recessions in the chemical industry with a minimal number of redundancies—fewer than 100 workers last year out of a total world-wide workforce of over 32,000. Third, he has this week been voted America's "chief executive of the year," a title announced by the Financial World.

The first two were planned with almost clinical precision; the third—recognising the achievements implicit in the first two—came as a genuine surprise. Mr. Branch has always regarded himself as an "in house" man and has never courted the public spotlight.

Despite his obvious pleasure at winning the businessman's award, he says he takes most satisfaction from the group's achievement on the labour front. Dow is more fortunate than many major chemical companies in that it is engaged in product manufacturing which does not require a large degree of manning, rather than, for example, in textiles where much of the recent labour shedding has taken place.

On the other hand, Dow also has a deliberate policy of running a tightly-managed organisation. "During the good times we try to contract out as much work as is necessary while during the bad times we do as much as possible ourselves," says Mr. Branch.

In spite of its size—total sales last year were \$5.9bn. with net income rising 10 per cent. to \$616m.—Mr. Branch showed that Dow adopts a paternalistic approach to its labour force.

"We have always gone more for on-the-job training and tended to shun the business school approach. We prefer to let people progress on a sink or swim basis. If necessary, we let them make bigger and bigger mistakes and failures. Mistakes give them humility and success gives them the confidence in

decision-making," he declares. Dow made a name for itself last year when it insisted on higher prices, in contrast with reactions in the past to a slump in demand which has generally led to a spate of price-cutting by major chemical companies. "We recognise that we have

by taking a stake in North Sea exploration, however. The group was not satisfied that the U.K. Government had defined the rules over such principles as depletion policies, the extent of State participation in offshore activities and the degree of autonomy to be left to offshore operators. "We did not take part in the last licensing round because we did not know the rules. As far as I can see, we still do not. If we cannot control where the products go we are not interested. We would not necessarily be out to make money; our aim would be to secure raw materials for our plants," explains Mr. Branch.

Not that Dow considers itself anti-British. The group has two plants, one at Barry, in South Glamorgan, and the other at King's Lynn. An ethylene complex, costing over £100m. may also be built in Scotland.

Dow's experience at Barry and King's Lynn confound the impression, often given in the U.S., about strike-prone British labour. "I have a particular affection for King's Lynn—we have always had the nicest, most flexible relations with the labour there. It has been as good as anywhere in the world," says Mr. Branch. "We like to set down in a farming community. We like farm labour—they work hard, they are stable and they look on a job as an opportunity rather than a burden. What is more, we don't have to 'un-teach' them other skills and entrenched attitudes."

Mr. Branch is now preparing for his retirement as president, probably later this year. His successor has yet to be named but it is likely to be Mr. Zoltan Merszel, president of Dow Chemical Europe for a decade until recently when he was appointed one of two new executive vice-presidents.

Mr. Merszel, who is more experienced than Mr. Branch, is a Canadian citizen of Hungarian origin and a graduate architect—hardly the traditional qualifications of a U.S. chemical group. If his appointment as president is confirmed, it will emphasise another facet of Dow's make-up. As Mr. Branch concluded: "We are a committed international company. You have to be if you want to succeed in this industry."

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations

in the Middle East States' industrialisation programme and provide Dow with an assured supply of oil and gas products.

But Mr. Branch explained that Dow was not planning to secure feedstocks for its considerable European operations











## DIVIDENDS ANNOUNCED

	Current payment	Date payment,	Con- sponding div.	Total for year	Total last year
T. F. & J. H. Braine .....	2.29		2.13	3.71	2.96
Brous Engineering .....	1.9	May 10	1.8	2.56	2.47
Chambers & Fergus int.	Nil		0.23		0.49
Crosley Building .....	2.07	May 28	1.3	3.70	3.00
Isle of Man Enterprises .....	1.51(a)		1.0	1.5	1.0
C. R. Johnson .....	1.5		1.5	1.5	2.1
Lambert Howarth .....	1.70	April 27	1.63	2.61	2.45
Lesney Products 2nd int.	0.3	May 17	0.44	0.84	0.78
Painting Rubber .....	1.75	May 14	2.08	2.69	2.69
Rumford .....	1.48	May 10	1.48	2.48	2.48
Rugby Portland .....	1.47	July 2	1.38	2.83	2.88
Sargant Weston .....	6.3		6.3	8.3	6.5
Stewart & Wight .....	7	April 2	7	7	7
Stothert & Pitt .....	7.83	April 3	2.61	7.83	7.83
Waverley Cameron .....	8.18		5.75	6.18	5.79

Dividends shown hence per share net except where otherwise stated  
 \* Equivalent after allowing for scrip issue. (a) From capital  
 increased by rights and/or acquisition issues. (a) Gross.

Company	Page	Col.	Company	Page	Col.
Authority Invests.	20	3	Northern Industrial	22	8
British Steel Constrs.	23	1	Pataling Rubber	20	2
Bronx Engineering	20	1	River & Mercantile	22	8
Chambers & Fergus	22	8	Rugby Portland Cement	22	6
Crossley Building	20	3	Sangamo Weston	22	5
Hoover	22	4	Stanwood Radio	20	5
Johnson (C.H.)	22	7	Stothert & Pitt	20	4
Lambert Howarth	22	8	Vesper Thornycroft	22	4
Lesney Products	20	1	Waverley Cameron	22	8
Moorside Trust	22	5	Weir Group	22	7

how exports are helping profit which rose 28.3 per cent. Exports increased by 40 per cent. to more than \$100 million, or 10 per cent. against 34 per cent. previously—contribution to profit is higher—at the expense of the home market which remained sluggish. Overseas demand has continued to be buoyant, contributing for over 50 per cent. of new profit in the current year to date. Though competition remains stiff, Bronx should be able to maintain the profit trend of the past three months over the whole of 1976. The yield of 1975, at 47p, was up 2p. on 1974, but the p/e of 5.1 is far below the sector's average.

FOR THE year to November 11, 1973, on turnover up from £8.79m. to £8.31m., pre-tax profit of Brixux Engineering Holdings improved from £445,840 to £577,678. At half-way the advance was from £102,000 to £174,000. Yearly earnings per 10p share are shown to have risen from 6.5p to 8.8p and the dividend is lifted from 2.4p to 2.56p with a final payment of 1.9p net.

Turnover	\$ 1,116,448	\$ 782,593
Profit before tax	577,074	445,840
Tax	262,014	274,454
Net profit	315,060	171,386
Interim dividend	20,823	15,750
Final dividend	38,373	56,250
Tax under-provided	601	6,775
Carried forward	1,130,315	844,341

### ● comment

The annual results of Bronx show

## Pataling off £1.01m.: pays more

ON A TURNOVER down from £10.23m. to £9.18m., pre-tax profit of Pataling Rubber Estates decreased from £4.04m. to £3.03m. in the year to October 31, 1975, after a first half downturn from £1.57m. to £1.47m.

Earnings per 10p share are shown at 4.12p (5.81p). The dividend is stepped up from 2.08809p to 2.229p net with a final of 1.747p.

IN THE second half of 1975 Crossley Building Products has experienced a recovery, and the year's profit is up from £1m. to £1.07m. before extraordinary credit.

At half time, profits were £73,000 behind, but the directors expressed confidence that the full year would be similar to 1974.

As forecast, the dividend is lifted from 3.32p to 3.75p net per 31p share. The dual is 3p on capital increased by the three- to five-rights issue. Earnings were 5.9p (9.2p).

	1975	1974
Turnover	14,485,000	12,125,000
Airfreighting	9,140,000	7,510,000
Manufacturing	7,809,000	2,886,000
Road haulage	1,600,000	910,000
Travelling	1,000,000	807,000
Merchandise	699,121	345,157
Manufacturing	471,227	366,823
Road haulage	120,702	67,540
Interest	17,765	22,782
Interest paid	—	36,130
Extremes credit	26,267	—
Extremes debit	1,079,000	1,007,000
Taxation	829,975	310,478
Net profit	536,774	696,252
Debiture	12,369	12,508
Debiture redmt.	—	—

● comment

ON AN INCREASED turnover of £8.21m., against £6.4m., pre-tax profit of engineers, Stuthert and Pitt, decreased from £267,184 to £230,793 for the 28 weeks to January 10, 1976. Profit for the year to June 28, 1975, was £380,912.

An interim dividend of 1.95p net, against 2.01p. per £1 share is declared—equal to an unchanged 3p gross. Last year's net total was 7.86p.

## Oil comment

Stoetgen and Pitt's margins contracted 10% this year, reflecting higher interest charges and losses made by the Dutch associate. So while first-half margins have recovered, the second pre-tax profits fell 10 per cent. Although the industrial recession is continuing to hit margins, the second consignment of cranes has just been shipped to Saudi Arabia under the new \$15m contract. The company expects foreign currency from the contract are expected to prevent borrowings rising again this year, and there are also hopes that the Dutch interests should show some recovery. The problem of long-standing contracts at low prices remains. On a 1977-78 historic basis, the shares at \$17.50 yield 10.4 per cent.

## Arrangements

Shareholders of Authority Investments, in which the family interests of Mr. Harold Lever, Chancellor of the Duchy of Lancaster, hold a large stake, have been told of arrangements for securing £22.8m. borrowed by its Knowsley banking subsidiary from the big banks "lifedat".

The borrowing arose following a deal last year through which the Dutch bank Algemene Bank Nederland took over Northern Commercial Trust, a banking con-

At meetings of loan stockholders and shareholders of Oxley Printing Group resolution to carry into effect the proposed changes to the company's unsecured loan stock were passed. Consequently the £571,872 loan stock is now redesignated as 14 per cent. convertible debenture stock 1983. This gives stockholders the right to convert their stock at par into ordinary shares of Oxley in any of the years 1978-1983.

A TRADING loss approaching £0.9m., after depreciation of approximately £1.5m., is indicated by Stanwood Radio for 1975. At halfway there was a pre-tax loss of cost was down from £150,000 to £89,000, though Electronic has since increased its stake to a book value amounting to some £140,000.

• **comment:** The extent of Starwood's problems seems to have staggered everyone. Electronic Research says the magnitude of Starwood's losses and in the market the shares plummeted from 24p to 5p on the news, but later they recovered to 9p. The

man of John W. Newton and Sons, a New York City-based distributor of the company with immediate effect.

The company will this year provide provision for a solium adjustment at a new rate of 15 per cent. per annum, against 16 per cent. in previous years.

Against the credit adjustment received last year, additional depreciation will be taken on monochrome sets.

The result is a net credit of £190,000 which will be taken into reserve. Approximately £430,000 will be written back from deferred tax and after adjustments in respect of these items the company's net assets (excluding company will total approximately £390,000, it is stated.

Electronic Rentals Group, which over the past couple of years has been writing off its losses amounting to just over 33 per cent., has already partially written down the book value of its holdings in the accounts to March 31, 1973, by "a small and gradual deal." At that point the book value of the company's investments in accounts to December 31, 1972, gave an insight to Stanwood's probable trading loss of £1,000,000. But, interestingly, the company's net assets were £1,066m, while depreciation was a mammoth £1m. To leave the company in losses, Stanwood's directors have been caught out purchasing expensive German sets when supplies of U.K. ones were tight, and then possibly resented the company's decision to write off depreciation seems too hefty against income, and expansion of the rental side was probably considered a necessary step.

The retailing division, faced with depressed sales, also ran into difficulties. The latest loss of £900,000 would virtually wipe off the company's shareholders' equity, leaving the last accounts, and relieving depreciation charges and deferred taxation will do little to save the company's position.

"company doctor" from John W. Newton may suggest that it is not too late to effect a rescue, but even so capitalised at £490,000,000, the new hire, more than a speculation.

## Westfield's Alaska gold drilling

BY KENNETH MARSTON, MINING EDITOR

FIRST drilling results from the intriguing alluvial gold prospect near Nome in Alaska, are announced by Canada's Westfield Minerals and Northgate Exploration which jointly hold a 661 per cent. stake in the venture. So far 65 boreholes have been completed from ice in the shallow offshore programme at this Daniel's Creek gold-placer concession.

Mostly, they have been drilled in the 100-metre zone extending over an area of up to 2,300 feet from shore. Drilling of a further 100 holes, at least, is

were 94p and Mariavale 150p in London yesterday.

## Hamersley's annual cut

AN ANNUAL cutback of 8.7 per cent to 32m tonnes in iron ore production from early May is announced by the Rio Tinto-Zinc group's big Western Australian producer Hamersley Holdings. In 1975 production was 34.8m tonnes, a 10.5 per cent increase on

AN ANNUAL cutback of 8.7 per cent to 32m. tonnes in iron ore production from 'early-May' is announced by the Rio Tinto-Zinc group's big Western Australian producer Bauxelite Holdings. In 1975 production was 34.33m. tonnes with shipments of 32.3m.

expected in the approximate three-week period before ice conditions deteriorate. Meanwhile, some 400 samples have been assembled for testing at the Lakefield Research Laboratory in Ontario.

Assays from only two sections of each of four feet are now available. Taking current gold prices, the upper section has an indicated gold value of \$77.50 per cubic yard with the lower running about \$7.50, to give an overall average of over \$42. Further assays are expected within the next 10 days or so.

The upper section assay constitutes "pay dirt" and must be considered as encouraging. But it is only a start and, as the companies point out, it should not be considered as representative values in this type of deposit can be obtained, and great many more drill results will be needed before the vital questions of overall gold values, ground conditions and continuity of the deposit can be answered. Westfield Minerals will call 359 to 1749 yesterday.

tonces.

The general manager of the Hamersley operation, Mr. C. L. Smith, says that the reduction in output is due to high current world stockpiles coupled with predictions of weak prices and reduced demand. Also influencing the decision will have been the general expectation that the big Japanese buyers of iron-ore will exercise their option to cut purchases by 10 per cent. in 1976.

Hamersley's first-quarter sales have been artificially high and, says Mr. Smith, "it now appears that those for the remaining three quarters of this year will be under 30m. tonnes, as against 35 per cent. of capacity."

Hamersley will proceed with current capital expenditure programmes and our Perth correspondent reports that the company is assessing a new iron-ore processing operation in the Pilbara. It is committed to some degree of processing through its agreement with the Western Australian Government to develop the way to the development of iron-ore. Mr. Tom Price and Farquharloo ten years ago.

The company is reassessing its heavy media plant separation concept. It was estimated that \$200 when costs were estimated at \$50m. (\$32.4m.). These are now reckoned to have risen to around \$350m. (\$126m.). Hamersley is keenly aware of the value of its iron-ore to Australia, which turns in 80.7 per cent. held by R.T.Z.

Commenting on the immediate outlook for the Union Corporation group's Grosvonts and Maricopa mines, which are owned by chairman, Mr. L. W. van den Bosch, he said that there is little likelihood of a sharp rise in copper prices in the near future. He believes, however, that it will increase in the long term, reflecting the depreciation of the domestic power of paper currencies.

Based on a gold price of \$130 an ounce, he said, the company's first dividend of \$1.50 a share is "significant" rise in its copper sales this year. Last year the company sold 1,600,000 lbs. of copper. Its production which represented a rise of 19 per cent. on the previous year. The current year's earnings, he said, will be "substantially" augmented by gains on share sales, because "Phelps Dodge disposed of its holdings in Amstar in 1972."

er ounce, he estimates. Gravel is sold around \$125 a ton, and is processed based on \$125 a ton. The ore is put at 3.7m. tons of ore grading 4.2 grams a ton compared to the tailing 3.5 grams at the end of 1974.

Marivele's life is estimated at four to five years with latest ore grading 4.2 grams a ton compared to the tailing 3.5 grams at the end of 1974. A further capital repayment of \$1.5 million is due to Marivele holders this year.

Marking on the increased sales of the one-ounce Kruggerand gold coins last year, Mr. van den Bosch says that in the current year, the company will be compensated by the recent improvement in an 11 per cent. value added tax by the West German authorities.

According to American market could, however, come out for this, he adds. Group's

Fit by higher costs and taxes and weak demand in industrial markets, notably for zinc, the Anglo American Corporation group's Canadian Hudson Bay Division has reported a 1974 net earnings of \$14.8m. (\$7.8m.) compared with \$44.5m. last time, the respective per share figures being 40¢ (37¢) against 55¢.

Canadian Government scientists claim to have developed a new method for recovering carbonaceous ore that could ease the mining of an extra 40 per cent of gold. It is stated that the process allows 84 per cent of the gold in the ore to be recovered and that it can be used in conjunction with traditional gold milling operation.

After an unspecified initial capital outlay, the only additional cost is about \$1 at about two cents per ton of ore.

## Ultramar's stake in East Kalimantan

Ultramar's document relating to the rights issue of \$15.3m of convertible Redeemable Preference Shares, and the progress of drilling in East Kalimantan. The group has a 35 per cent participation (reducible to 25 1/2 per cent after recovery of investment costs) in the Pertamina window, and a production sharing contract with Pertamina. Proceeds from the field are shared as to 65 per cent with Pertamina and the balance with the consortium.

An independent consultant has estimated - proved, recoverable reserves in East Kalimantan at 3,900,000 barrels of oil and 32.5m barrels of oil and condensate. In addition probably all under construction. NE fields are currently taking up to 100,000 barrels a day. Requirements on the construction of a liquefaction plant.

Ultramar is a producer of oil in Indonesia, Canada, and U.S., though it relies for 75 per cent of its requirements on outside sources. Total capacity of refineries are put at 14 barrels per day, which in the U.S. was utilised at an average of 66,000 barrels. It has a contract to sell to the U.S. shipping to handle the major of its requirements, relying on short-term charters for balance.

See Lex

Oil production is currently running at 12,000 barrels per day and contracts have been signed with Japanese buyers for the sale of 3,850,000 metric feet of gas over 20 years commencing next year. A liquefaction plant in East Kalimantan, ships and receiving stations in Japan are

**Flexibility** Salisbury House has over five acres of floor space, and can offer you virtually anything from 250 sq. ft. to 25,000 sq. ft. When your business expands or contracts, so could the area you occupy.

**Convenience** A short walk takes you to Liverpool Street Station, Moorgate Underground, The Stock Exchange, Lloyd's or the Bank of England.

**Access** Our security staff are on duty 24 hours a day, so you can come or go at any time.

**Modernisation** The whole building is now being refurbished. Our tenants will soon have the best of both worlds – a sound, well-constructed building with a contemporary interior.

**Cost** Let's just say that if you are already established in the City, you may be paying a lot more for a lot less.

Ring Michael Page on 01-628 7537

## SUBSCRIPTION

**SALISBURY HOUSE**  
London Wall, London EC2



**MANN &**

**OVERTON**  
London Taxi Specialists

The following is the statement by the

**Chairman, Mr. R. C. H. Overton:**

In order to combat sales resistance to price increases during the year, we reduced our profit margins and succeeded in producing an increased turnover sufficient to achieve profit figures similar to the previous year as nearly as we can determine.

In view of the results before you and our current trading, your directors have pleasure in recommending that the ordinary dividend be increased by about 10 per cent, the maximum permitted amount; we therefore propose a final ordinary dividend of 2.17p per share.

The Annual General Meeting will be held on April 1st in London.

**University of Birmingham**

**THE LUCAS INSTITUTE FOR  
ENGINEERING PRODUCTION**

The following courses will be offered at the Lucas Institute which is a fully residential short course centre for post-experience courses.

**CRITICAL PATH RESOURCE ALLOCATION**  
March 22nd-26th 1976

A course which aims to extend the understanding of recent developments in basic network scheduling techniques with particular reference to the problems of resource allocation.

**METHODOLOGY OF OPERATIONAL RESEARCH**  
March 29th-April 2nd 1976

A course describing the present methodology of operational research to promote more effective management and practise of the subject.

**STATISTICAL QUALITY CONTROL**  
March 29th-April 9th 1976

A scientific approach designed to assist in solving the problems of maintaining a high standard of quality in the production of goods and services.

**PRODUCTION TECHNOLOGY FOR  
MANAGEMENT ACCOUNTANTS April 26th-30th 1976**

A course structured specifically to acquaint accountants with current manufacturing systems, their terminology and organisation.

Copies of the detailed course programmes may be obtained from:

**Professor Norman Dudley, Ph.D., Director,  
The Lucas Institute for Engineering Production,  
University of Birmingham, Edgbaston Park Road,  
Birmingham B15 2RA, Telephone: 021-455 0921.**

*This advertisement appears as a matter of record only.*

**Republic of Bolivia**  
**U.S. \$30,000,000**  
**Medium Term Loan**

Managed by  
**Brandts Limited      Bank of Montreal**  
**Euro-Latinamerican Bank Limited**  
**-EULABANK-**

and provided by  
**Bank of Montreal**  
**Bank of Montreal International Limited**  
**The Bank of Nova Scotia**  
**Banque Canadienne Nationale**  
**Compania Financiera y Comercial 'Panameris' S.A.**  
**Credit Suisse (London Branch)**  
**Euro-Latinamerican Bank Limited - EULABANK**  
**European Brazilian Bank Limited**  
**Grindlays Bank Limited**  
**Lloyds Bank International Limited**  
**National Bank of North America (Nassau Branch)**  
**The Royal Bank of Canada**  
**The Royal Bank of Canada International Limited, Nassau**  
**Security Pacific National Bank (Nassau Branch)**  
**Wells Fargo Bank N.A. (Nassau Branch)**

The Republic of Bolivia was advised by Interameris Investment Corporation, member - Sudameris Banking Group.

**Brandts**  
**The Merchant Bankers**  
**of the**  
**Grindlays Bank Group**

**Flexibility** Salisbury House has over five acres of floor space, and can offer you virtually anything from 250 sq. ft. to 25,000 sq. ft. When your business expands or contracts, so could the area you occupy.

**Convenience** A short walk takes you to Liverpool Street Station, Moorgate Underground, The Stock Exchange, Lloyds or the Bank of England.


**Access** Our security staff are on duty 24 hours a day; so you can come or go at any time.

**Modernisation** The whole building is now being refurbished. Our tenants will soon have the best of both worlds - a sound, well-constructed building with a contemporary interior.

**Cost** Let's just say that if you are already established in the City, you may be paying a lot more for a lot less.

*Ring Michael Page on 01-628 7537*

---



# SALISBURY HOUSE

London Wall, London EC2



## MANN & OVERTON

London Taxicab Specialists

---

**The following is the statement by the Chairman, Mr. R. C. H. Overton:**

In order to counterbalance resistance to price increases during the year, we reduced our profit margins and succeeded in producing an increased turnover sufficient to achieve profit figures similar to the previous year (as nearly as makes no difference, I am glad to be able to add that sales have been considerably better during the first four months of the current year than during the corresponding period last year).

In view of the results before you and our current trading, your directors have pleasure to recommend that the ordinary dividend be increased by about 10 per cent, the maximum permitted amount. We therefore propose a final ordinary dividend of 2.17p per share.

During the past year all the company's personnel have been very busy and earned out good work. On behalf of the Board, I thank them most sincerely.

*The Annual General Meeting will be held on April 1st in London.*



Confidence is knowing  
you've made the right decision.



Saab 99. That sense of pure well-being... the unceasing reward of superb engineering and impeccable taste.

Complete control, total confidence, a thoroughbred's performance. The 1985 c.c. overhead cam engine can sprint you to sixty in just over 11 seconds. And goes on delivering handsomely all the way up to 100 mph and beyond.

On the inside—luxury. Elegant and unashamed. Genuine long distance comfort for five discerning adults.

Over thirty miles to the gallon when touring. Reliability you'll be almost eternally grateful for. The undisputed strength and safety which are now bywords for Saab itself.

The Saab 99. A luxury two-litre character reference. Real motoring at its very best.

Visit your local Saab showroom soon. The right decision is only a test drive away.

## SAAB 99

### The surprise of your life.

Saab 99 Range. From £2,999.88. Prices include special car tax, V.A.T., seat belts and a full twelve month unlimited mileage warranty. Number plates and delivery charges extra.

I'd like to know more about the Saab 99.

- ☐ Please send me literature.  
☐ Please arrange for me to take a test-drive.

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

TEL \_\_\_\_\_

Send to Saab GB Ltd, Wellcroft Road, Slough, Berkshire SL1 4AJ.



# NOTICE OF REDEMPTION

## To the Holders of

### TELEFONOS DE MEXICO, S.A.

7½% Sinking Fund Dollar Debentures due April 1, 1978  
Issued under Indenture Dated as of April 1, 1968

NOTICE IS HEREBY GIVEN that pursuant to the provisions of the above-mentioned Indenture, \$962,000 principal amount of the above described Debentures have been selected for redemption on April 1, 1978, through operation of the Sinking Fund, at the principal amount thereof, together with accrued interest to said date as follows:

DEBENTURES OF \$1,000 EACH																
34	602	3078	1898	1322	2249	3254	4892	5771	8076	8818	8948	9429	9768	10148	10291	11297
35	603	3079	1913	1332	2250	3255	4893	5778	8077	8819	8949	9430	9770	10149	10292	11298
36	604	3080	1918	1342	2251	3256	4894	5779	8078	8820	8950	9431	9771	10150	10293	11299
37	605	3081	1923	1352	2252	3257	4895	5780	8079	8821	8951	9432	9772	10151	10294	11300
38	606	3082	1928	1362	2253	3258	4896	5781	8080	8822	8952	9433	9773	10152	10295	11301
39	607	3083	1933	1372	2254	3259	4897	5782	8081	8823	8953	9434	9774	10153	10296	11302
40	608	3084	1938	1382	2255	3260	4898	5783	8082	8824	8954	9435	9775	10154	10297	11303
41	609	3085	1943	1392	2256	3261	4899	5784	8083	8825	8955	9436	9776	10155	10298	11304
42	610	3086	1948	1402	2257	3262	4900	5785	8084	8826	8956	9437	9777	10156	10299	11305
43	611	3087	1953	1412	2258	3263	4901	5786	8085	8827	8957	9438	9778	10157	10300	11306
44	612	3088	1958	1422	2259	3264	4902	5787	8086	8828	8958	9439	9779	10158	10301	11307
45	613	3089	1963	1432	2260	3265	4903	5788	8087	8829	8959	9440	9780	10159	10302	11308
46	614	3090	1968	1442	2261	3266	4904	5789	8088	8830	8960	9441	9781	10160	10303	11309
47	615	3091	1973	1452	2262	3267	4905	5790	8089	8831	8961	9442	9782	10161	10304	11310
48	616	3092	1978	1462	2263	3268	4906	5791	8090	8832	8962	9443	9783	10162	10305	11311
49	617	3093	1983	1472	2264	3269	4907	5792	8091	8833	8963	9444	9784	10163	10306	11312
50	618	3094	1988	1482	2265	3270	4908	5793	8092	8834	8964	9445	9785	10164	10307	11313
51	619	3095	1993	1492	2266	3271	4909	5794	8093	8835	8965	9446	9786	10165	10308	11314
52	620	3096	1998	1502	2267	3272	4910	5795	8094	8836	8966	9447	9787	10166	10309	11315
53	621	3097	2003	1512	2268	3273	4911	5796	8095	8837	8967	9448	9788	10167	10310	11316
54	622	3098	2008	1522	2269	3274	4912	5797	8096	8838	8968	9449	9789	10168	10311	11317
55	623	3099	2013	1532	2270	3275	4913	5798	8097	8839	8969	9450	9790	10169	10312	11318
56	624	3100	2018	1542	2271	3276	4914	5799	8098	8840	8970	9451	9791	10170	10313	11319
57	625	3101	2023	1552	2272	3277	4915	5800	8099	8841	8971	9452	9792	10171	10314	11320
58	626	3102	2028	1562	2273	3278	4916	5801	8100	8842	8972	9453	9793	10172	10315	11321
59	627	3103	2033	1572	2274	3279	4917	5802	8101	8843	8973	9454	9794	10173	10316	11322
60	628	3104	2038	1582	2275	3280	4918	5803	8102	8844	8974	9455	9795	10174	10317	11323
61	629	3105	2043	1592	2276	3281	4919	5804	8103	8845	8975	9456	9796	10175	10318	11324
62	630	3106	2048	1602	2277	3282	4920	5805	8104	8846	8976	9457	9797	10176	10319	11325
63	631	3107	2053	1612	2278	3283	4921	5806	8105	8847	8977	9458	9798	10177	10320	11326
64	632	3108	2058	1622	2279	3284	4922	5807	8106	8848	8978	9459	9799	10178	10321	11327
65	633	3109	2063	1632	2280	3285	4923	5808	8107	8849	8979	9460	9800	10179	10322	11328
66	634	3110	2068	1642	2281	3286	4924	5809	8108	8850	8980	9461	9801	10180	10323	11329
67	635	3111	2073	1652	2282	3287	4925	5810	8109	8851	8981	9462	9802	10181	10324	11330
68	636	3112	2078	1662	2283	3288	4926	5811	8110	8852	8982	9463	9803	10182	10325	11331
69	637	3113	2083	1672	2284	3289	4927	5812	8111	8853	8983	9464	9804	10183	10326	11332
70	638	3114	2088	1682	2285	3290	4928	5813	8112	8854	8984	9465	9805	10184	10327	11333
71	639	3115	2093	1692	2286	3291	4929	5814	8113	8855	8985	9466	9806	10185	10328	11334
72	640	3116	2098	1702	2287	3292	4930	5815	8114	8856	8986	9467	9807	10186	10329	11335
73	641	3117	2103	1712	2288	3293	4931	5816	8115	8857	8987	9468	9808	10187	10330	11336
74	642	3118	2108	1722	2289	3294	4932	5817	8116	8858	8988	9469	9809	10188	10331	11337
75	643	3119	2113	1732	2290	3295	4933	5818	8117	8859	8989	9470	9810	10189	10332	11338
76	644	3120	2118	1742	2291	3296	4934	5819	8118	8860	8990	9471	9811	10190	10333	11339
77	645	3121	2123	1752	2292	3297	4935	5820	8119	8861	8991	9472	9812	10191	10334	11340
78	646	3122	2128	1762	2293	3298	4936	5821	8120	8862	8992	9473	9813	10192	10335	11341
79	647	3123	2133	1772	2294	3299	4937	5822	8121	8863	8993	9474	9814	10193	10336	11342
80	648	3124	2138	1782	2295	3300	4938	5823	8122	8864	8994	9475	9815	10194	10337	11343
81	649	3125	2143	1792	2296	3301	4939	5824	8123	8865	8995	9476	9816	10195	10338	11344
82	650	3126	2148	1802	2297	3302	4940	5825	8124	8866	8996	9477	9817	10196	10339	11345
83	651	3127	2153	1812	2298	3303	4941	5826	8125	8867	8997	9478	9818	10197	10340	11346
84	652	3128	2158	1822	2299	3304	4942	5827	8126	8868	8998	9479	9819	10198	10341	11347
85	653	3129	2163	1832	2300	3305	4943	5828	8127	8869	8999	9480	9820	10199	10342	11348
86	654	3130	2168	1842	2301	3306	4944	5829	8128	8870	9000	9481	9821	10200	10343	11349
87	655	3131	2173	1852	2302	3307	4945	5830	8129	8871	9001	9482	9822	10201	10344	11350
88	656	3132	2178	1862	2303	3308	4946	5831	8130	8872	9002	9483	9823	10202	10345	11351
89	657	3133	2183	1872	2304	3309	4947	5832	8131	8873	9003	9484	9824	10203	10346	11352
90	658	3134	2188	1882	2305	3310	4948	5833	8132	8874	9004	9485	9825	10204	10347	11353
91	659	3135	2193	1892	2306	3311	4949	5834	8133	8875	9005	9486	9826	10205	10348	11354
92	660	3136	2198	1902	2307	3312	4950	5835	8134	8876	9006	9487	9827	10206	10349	11355
93	661	3137	2203	1912	2308	3313	4951	5836	8135	8877	9007	9488	9828	10207	10350	11356
94	662	3138	2208	1922	2309	3314	4952	5837	8136	8878	9008	9489	9829	10208	10351	11357
95	663	3139	2213	1932	2310	3315	4953	5838	8137	8879	9009	9490	9830	10209	10352	11358
96	664	3140	2218	1942	2311	3316	4954	5839	8138	8880	9010	9491	9831	10210	10353	11359
97	665	3141	2223	1952	2312	3317	4955	5840	8139	8881	9011	9492	9832	10211	10354	11360
98	666	3142	2228	1962	2313	3318	4956	5841	8140	8882	9012	9493	9833	10212	10355	11361
99	667	3143	2233	1972	2314	3319	4957	5842	8141	8883	9013	9494	9834	10213	10356	11362
100	668	3144	2238	1982	2315	3320	4958	5843	8142	8884	9014	9495	9835	10214	10357	11363
101	669	3145	2243	1992	2316	3321	4959	5844	8143	8885	9015	9496	9836	10215	10358	11364
102	670	3146	2248	2002	2317	3322	4960	5845	8144	8886	9016	9497	9837	10216	10359	11365
103	671	3147	2253	2012	2318	3323	4961	5846	8145	8887	9017	9498	9838	10217	10360	11366
104	672	3148	2258	2022	2319	3324	4962	5847	8146	8888	9018	9499	9839	10218	10361	11367
105	673	3149	2263	2032	2320	3325	4963	5848	8147	8889	9019	9500	9840	10219	10362	11368
106	674	3150	2268	2042	2321	3326	4964	5849	8148	8890	9020	9501	9841	10220	10363	11369
107	675	3151	2273	2052	2322	3327	4965	5850	8149	8891	9021	9502	9842	10221	10364	11370
108	676	3152	2278	2062	2323	3328	4966	5851	8150	8892	9022	9503	9843	10222	10365	11371
109	677	3153	2283	2072	2324	3329	4967	5852	8151	8893	9023	9504	9844	10223	10366	11372
110	678	3154	2288	2082	2325	3330	4968	5853	8152	8894	9024	9505	9845	10224	10367	11373
111	679	3155	2293	2092	2326	3331	4969	5								

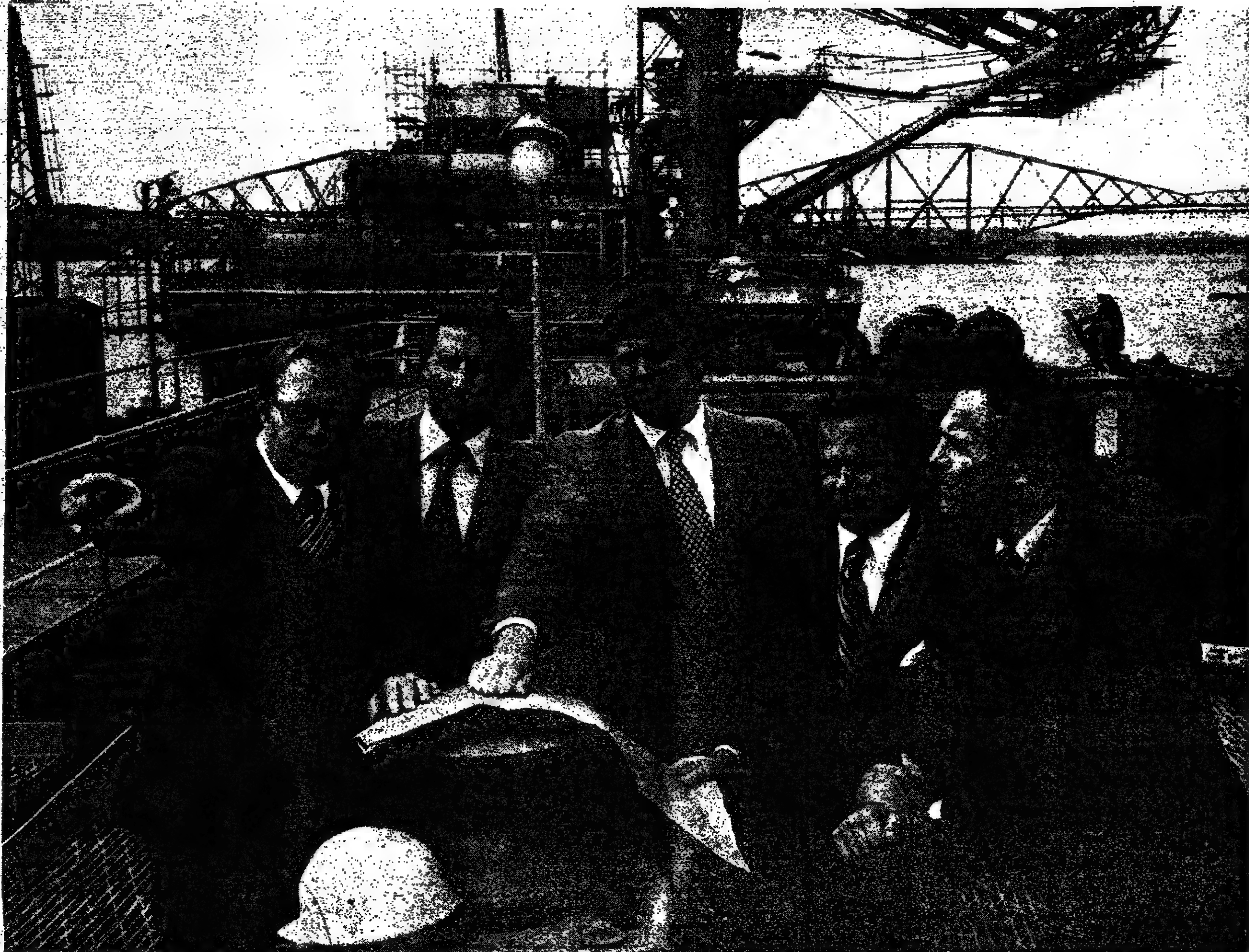












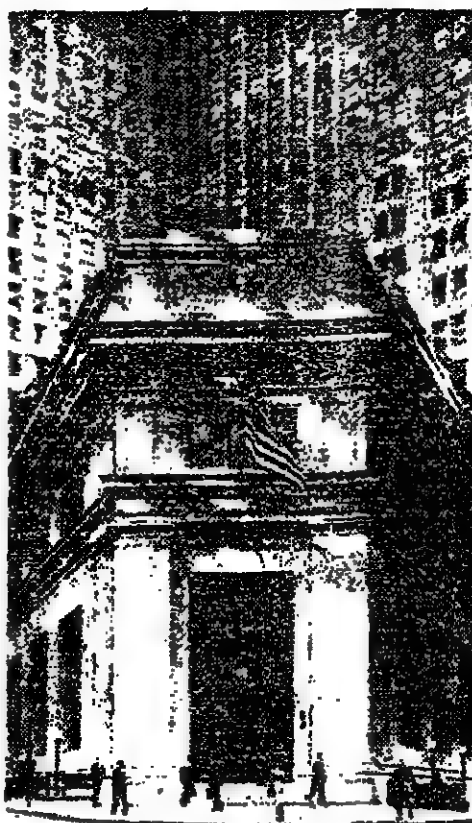
On a tanker terminal in Scotland's Firth of Forth are five of the Morgan officers who deal with project finance. From left, William Blackwell, a petroleum engineer based in New York; David Band, head of Euro-currency banking in London; William Barrett and John Mayer, project finance managers in New York and London, respectively; Brenton Bradly, petroleum group manager in London.

## When your energy project requires major financing, consider Morgan Guaranty

Projects for extracting and processing the earth's energy-yielding resources are large and complex. They often involve multicompany and multicountry partnerships, tough engineering problems, and huge amounts of capital in several currencies.

Energy companies need a bank that understands project finance—a bank with international specialists who know the technical aspects of the energy industry, how a project's output can be used to support a loan, where to locate major sources of funds, worldwide.

Morgan Guaranty has this know-how. Our energy group, with experienced bankers stationed in key centres of petroleum finance, will help you assess the economics of your project in relation to financial risk. The group includes engineers who can analyse the technical problems of energy-related financings. These capabilities equip us to structure a financial package to fit all the requirements



of a project—from issuing letters of credit for crude in transit to forming a multibank group for raising development capital.

Morgan specialists have organised the financing of energy projects from Argentina to the Middle East, oil field development from the North Sea to Australia, mineral development from Florida to the Philippines. We're ready to consult with you, anywhere in the world.

MORGAN GUARANTY TRUST COMPANY, 23 Wall Street, New York, N. Y. 10015; in London: 33 Lombard Street, E.C. 3; 31 Berkeley Square, W.1 • OTHER BANKING OFFICES: Paris, Brussels, Antwerp, Frankfurt, Düsseldorf, Munich, Zurich, Milan and Rome (Banca Morgan Vonwiller), Tokyo, Singapore, Nassau • REPRESENTATIVE OFFICES: Madrid, Beirut, Sydney, Hong Kong, Manila, São Paulo, Caracas • INTERNATIONAL BANKING SUBSIDIARIES: San Francisco, Houston • Incorporated with limited liability in the U.S.A.

**Morgan Guaranty - the corporate bank**



## MURRAY VERNON LIMITED



Importers, Exporters and International Traders in Manufactured Milk Products. Butter, Cheese, Milk Powders, Proteins, etc. The largest private specialist organisation in the U.K.

Haslington Hall, Haslington, Crewe,  
Cheshire CW1 1RX.  
Tel: 0270 583461 Telex: 36298 Vernon Crewe

1906-1976

BUTTER · CHEESE · LARD · CANNED GOODS

Seventy years' experience of export.  
Import and UK distribution

**ROWSON & CO. LTD.**



35 Tooley Street  
London SE1 2QD  
01-407 2845  
Telex: 887919

Busy  
days for  
new  
body

JUST OVER a week ago in the Common Market's Brussels headquarters nine agricultural ministers, red-eyed and weary, completed a marathon 50 hours of negotiations at three o'clock on a Saturday morning.

Their achievement was the

familiar package of victories, set up in 1887, whose first Chair-defeats and compromises that make up the annual EEC farm price review. This year, however, it was so complicated that many of the details on important questions such as the actual prices farmers would get for some crops had not been worked out by the time Mr. Fred Peart, the U.K. agriculture minister, reported to Parliament on Monday afternoon.

Most have by now been calculated, but one or two longer term schemes are still being worked out. For the majority of people in Britain or any of the other eight EEC countries how of no direct consequence long it takes for the unintelligible morass of jargon, reference, target, intervention and guide prices, compensatory payments, "Green Ex" and the like to be declared.

But for the people who import, export or simply buy and sell products such as cheese, butter, bacon, lard, canned foods, meat, cereals, fruit and vegetables it is not only important but essential that they know within hours the exact costs in any transactions in which they are involved, including any tariffs, levies or subsidies, in order to trade properly and profitably.

For this reason alone traders have had to ensure that they have the swiftest and most accurate data available at all times to assist their trading decisions. Newspapers, trade publications, radio, telephones, desk-top and pocket calculators and strings of personal contacts all play their part, but a vital role is being provided by the trade associations which have the necessary expertise to interpret swiftly and accurately just the information that their members require.

This has been a role which has been growing in importance in any case in Britain during the past decade or two as successive Governments introduced fiscal, pricing and consumer protection legislation that constantly called for more and more decoding and deciphering. But since the U.K. joined the Common Market the need for increased tenfold, particularly as the pricing arrangements for many foods have to be put in a Community perspective.

The original Six EEC member countries have, of course, the advantage of many years previous experience in this field. It was not surprising therefore that a recent report by the Wye College's Centre for European Agricultural Studies on meat marketing found that our European neighbours had a distinct aura of professionalism in their dealings with Brussels. One observer commented shrewdly that, not only did they know what any relevant EEC regulation said, but they knew exactly what it did not say as well, which could be even more important in terms of exploiting the most advantageous trading conditions.

But U.K. organisations are rapidly attempting to catch up, and the need to ensure the speedy collection and dissemination of EEC information has been one of the major motives behind the launching of a new organisation at the beginning of this month.

The organisation is called the United Kingdom Provision Trade Federation which, when it is finally incorporated, will be representing the importers and wholesalers of Britain's bacon, butter, cheese, lard and canned foods—a trade which is worth a staggering £2bn. a year. Eventually it will take over and extend the work of the London and National Provision Exchange, which is operated by a tiny staff of four from the Exchange building at No. 1, London Bridge. This is in the heart of the produce-importing centre of Tooley Street and London Bridge only yards from the first Exchange spoke at the London and

man, John Copeman, wisely exhorted his colleagues to: "Do all in your power to concentrate trade on one side of the river in order to economise the time of both buyer and seller."

Today the Exchange has almost outlived its role as the meeting place for buyers and sellers apart from being the weekly meeting place for the committees that discuss the price levels of bacon, butter, cheese and lard. Now it is becoming more of a central clearing house for information on prices and supplies of all the main commodities it represents and at the same time the centre for collating the widely spread views of its members and putting them to the Government and eventually to the authorities in Brussels.

In future it will be able to represent nationally the combined views of six regional provision exchanges: Scotland, Bristol and West England, North Eastern, Yorkshire and Humber.



Mr. Eric Coombs, chairman of the London and National Provision Exchange and managing director of Butterdane (U.K.).

side, Liverpool and Manchester, plus the 14 or 15 provisions trade associations involved. Specialist commodity sections will be set up to focus the available expertise and information in dairy products, bacon, lard, canned foods and wholesaling.

Mr. Eric Coombs, the managing director of the Butterdane (U.K.) company and chairman of the London and National Provision Exchange, has no doubts about the need for the Federation's formation or its future role. He can even foresee the day in the not too distant future when the U.K. Federation will have its own permanent representative in Brussels, as well as in London, to ensure that there are no delays in getting information back to members or in putting forward the industry's points of view in the corridors of power.

Obviously any group of people representing international trade worth £2bn. a year will possess considerable political "muscle" and there can be little doubt that there is a need for the predominantly import-minded British view of the provisions trade to be allowed some say in the formation of EEC food policies, which in the past have naturally tended to be biased towards the export-minded Continental trade.

As far as many traders are concerned, particularly those dealing in dairy products, anything that can be done to improve the liaison between the officials in Whitehall and Brussels who draw up the schemes affecting the industry and the people in the trade who have to carry them out—the better.

But not only the trade will benefit from formation of this new organisation. If it succeeds in its lobbying on behalf of its members, consumers also may benefit. Mr. Coombs gave some idea of this recently when he yards from the first Exchange spoke at the London and



Members of the London and National Provision Exchange at one of their regular Thursday meetings.

## Store Your Produce With Confidence

Confidence built on experience.  
Experience gained from 79 years  
of operating public cold stores.

Cold Stores—Nationwide  
Bonded Space  
Temperatures 7°C (45°F) to -30°C (-20°F)



**UNION  
COLD  
STORAGE**

Enquiries to: The Union Cold Storage Company Limited  
2 Pear Tree Court, London EC1R 0AX Tel: 01-251 2001 Telex: 24862  
or direct to Cold Store Managers.



## Danish Quality Foods— part of the British way of life

Danish quality foods are part of our way of life in Britain today. Just look around the shops and you'll see Danish Bacon, Lurpak and Daneleas butters, Danepak vacuum-packed bacon, Danish cheeses and canned meats, and lots of other Danish foods as well.

That's not surprising because, although Denmark exports her agricultural products to over a hundred different countries, Danish producers have long given first priority to supplying the British market with products developed specifically for the British taste.

At the same time all these products are subjected to rigorous controls and tests to ensure that the highest standards of hygiene and freshness are maintained.

So, over the years, the quality-conscious British housewife has learned from experience that she can depend on Danish foods; and that's why Denmark now supplies, for example, nearly half of all the bacon consumed in Britain and up to a fifth of the butter we need.

Issued by Danish Agricultural Producers, 2/3 Conduit Street, London W1R 0AT  
with regional offices in Birmingham, Bristol, Glasgow, Leeds, Manchester and Newcastle.

# FINANCIAL TIMES REPORT

Tuesday March 16 1976

## U.K. PROVISION TRADE

The United Kingdom Provision Trade Federation has just been set up to represent the interests of the £2bn. a year trade in bacon, butter, cheese, lard and canned goods. It will encompass and extend the work of the London and National Provision Exchange.



**DENNY**

famous for  
**BACON**  
since 1820

from  
NORTHERN IRELAND — DENMARK  
REPUBLIC OF IRELAND — SWEDEN  
HOLLAND — BELGIUM



E. M. Denny & Co. Ltd.  
Battlebridge House  
Tooley Street, London SE1 2RJ.  
Telephone—01-407 3171  
Manchester—061-833 9931  
Glasgow—041-647 9222  
Bristol—0272-16722

CONGRATULATIONS  
TO THE NEW FEDERATION

**Eilers & Wheeler (UK) Ltd**  
Sabian House, 26-27 Cowcross St., London EC1  
Telephone: 01-253 8824 Telex: 24272 Cables: Dairyland

IMPORTERS DISTRIBUTORS AND  
EXPORTERS OF DAIRY AND  
PIG MEAT PRODUCTS

LET THE C.A.P. MEAN  
CONSUMER ACCEPTABLE PRICE  
NOT

CONTINUALLY ADVANCING PRICE  
MEMBER OF THE U.K.P.T.F.

just some  
of the company  
we keep



**J.M. McCURRACH & CO Ltd**

Food Brokers throughout Scotland & North of England. 74 Waterloo Street Glasgow G2 7DU 041-248 7596

WHY ARE THE BRANDS  
WE SELL SO STRONG  
IN SCOTLAND?

Maybe it's because we've been food brokers for almost 50 years and know our market a little better than most. Maybe our 32 salesmen and merchandisers regularly covering all sections of the grocery trade have something to do with it. Or if you believe in luck in business maybe that's it. Whatever it is, it works.

*John McCurrach*



# The Exchange commodities

## Butter and cheese

EVERY THURSDAY Britain's butter, cheese and lard prices are also published by the Exchange, but they are arrived at in an entirely different way from the bacon prices.

A sample of companies—as representative as possible of the overall trade—each week complete detailed questionnaires covering the types, quantities and prices of any transactions they have undertaken in butter, cheese or lard. Each return is coded so that other traders will not gain an advantage by knowing how one of their rivals is running his business. A summary of these returns is then studied by a committee. Each committee, one for lard and another for butter and cheese, consists of four members representing the importing, packing and buying sides of the trade. The committee studies the returns and if any prices seem way out of line with the overall market the Exchange's secretary can check back with the company that submitted it to confirm no error has been made. Once agreed by the committee, the returns showing the price levels being traded that week published by the Exchange. They are translated into metric and imperial weights and prices and posted to members and given

to Reuters and to the Financial Times and The Grocer who publish them every Friday. In itself the pricing of dairy products is a simple and straightforward affair, but the business of buying and selling butter and cheese is becoming more and more troublesome and complex now that Britain is in the Common Market.

At this moment the whole butter industry from producer through to the retailer is in a state of hiatus as everyone awaits the effect on consumption of the big price rises in the shops that Britain's EEC membership will entail between now and 1978, when we must be at the same price level as other Community members.

### Subsidy

Over the next few weeks alone the retail price of butter must go up by 7p or 8p a lb although the trade is endeavouring to persuade the Government to spend a fraction more on its own butter subsidy to move the U.K. into a band that qualifies for a big boost in the subsidy paid out of the EEC farm fund to encourage increased consumption of butter. Until recently it has been the Government's intention to cut back on all its food subsidies, let alone increase them. But the opposition of trade unions to the proposed subsidy cuts and last week's Government defeat in the Commons on the Public Expenditure cuts may cause second thoughts on the emotive issue of food subsidies generally and the butter subsidy specifically.

British farmers face an uphill

battle in supplying their own butter market, but with their share falling from 22 per cent. in 1972-73 and 1973-74 to only 10 per cent. in the past two years, there is obvious room for expansion. The U.K.'s EEC partners and traditional suppliers of butter, such as Denmark, Holland and France, are steadily increasing their share of the U.K. market, which can only be at the expense of the utilization of Britain's largest traditional supplier, New Zealand, which has recently acknowledged with some sadness the fact that its butter exports to the U.K. will have to dwindle.

New Zealand's share of the U.K. butter market dropped from 30 per cent. in 1973 to 26 per cent. in 1974. In the cheese market the drop was even more pronounced from 15 per cent. in 1973 to only 8 per cent. in 1974 (which compares with 30 per cent. in the mid-1960s).

British producers have been making a determined attempt to improve their share of the U.K. cheese market, giving it priority over the butter market, which is less profitable. Since 1973 home producers have managed to push up their share from 37 to about 66 per cent. and EEC countries have also seen their share rise from just over a quarter to nearer a third of the market.

But the whole cheese market is in the doldrums at present. Stocks are high and demand is far from buoyant. The next EEC transitional rise in the U.K. cheese prices, due next week, means that another 4p to 6p a lb will have to go on to the retail prices, which will not help demand at all. The size of present stocks does mean, however, that the increases will be spread over a number of weeks or possibly months, which may mitigate the harmful effects.

P.B.

## Canned goods and lard

INCORPORATING imported canned foods, the new U.K. Provision Trade Federation will do much to influence British Government and the EEC Commission policies in Brussels. If other food items come under the Federation's banner in the future, it will move towards the ultimate aim of most food importers to have a strong voice in EEC legislation and policymaking.

Estimates of the value of the canned foods trade in the U.K. have to be looked at in terms of primary import items for the purposes of this article, and canned meats, fish and fruit are together worth over £250m. a year. Canned fish imports in 1975 cost £73m. on c.i.f. terms, but this was partly caused by the high price of canned salmon due to a world supply shortage.

Britain, like the Benelux countries, the Netherlands and West Germany, relies to a considerable extent on imported canned foods, while France and Italy produce certain items that fulfil domestic needs and in some cases provide exportable surpluses. Both France and Italy tend to make restrictionist proposals in Brussels which, in the main, do not suit other member states.

This is where a strong provision trade federation can make

an impact and why the affiliation of the British Association of Canned Food Importers and Distributors is vital. Backed—as it is inevitably called—belongs to Frumco (Federation Européenne des importateurs de fruits secs, conserves, épices et miel). This is the EEC canned goods association, which hitherto has largely survived as the result of strong West German financial support and know-how. The British are now contributing, and Mr. Derek Leigh, of John West Foods was recently elected chairman.

With international currency rates changing regularly and with EEC tariffs gradually being introduced into the U.K. during the transitional period of EEC entry, it is probably better to speak in tonnage rather than monetary terms.

Canned fruit imports into the U.K. in 1975 totalled 302,000 tons compared with a domestic production varying between 60,000 and 90,000 tons a year. More than two-thirds of imports come from non-EEC suppliers, which is why Britain allies itself closely with West Germany and other EEC countries in fighting French and Italian restrictionist proposals.

### Exception

Similarly, U.K. imports of canned fish—73,000 tons in 1975—come mainly from outside the EEC. Apart from Eastern bloc countries, U.K. canned meat supplies are mainly from home production and EEC suppliers, with the notable exception of corned beef, of which 44,000 tons last year came from other countries.

Since the Community is unlikely to supply more than a third of its total canned fruit requirements for many years to come (although Greek and Spanish membership would change the situation to a considerable extent, and certain canned fish items and corned beef are unlikely to be produced in the EEC), the British argue that the higher Community import tariffs are sufficient "protection" without the addition of unnecessary measures.

Regulations covering import licensing, minimum import prices and the possibility of a total ban if EEC processors are affected, are a matter for the strongest possible action, and this is where the new Federation should justify itself in the canned goods sector.

Proposed legislation covering can sizes, labelling and standards, while not necessarily unwelcome, will need careful scrutiny by the EEC trade associations if the business is to continue without burdening the consumer with excessive price increases and at the same time ensuring the overseas processors a reasonable profit.

Britain's imports of lard in 1975 totalled 218,000 tons and cost £54.5m. in c.i.f. terms. What was once a major supplier—the U.S.—was reduced to a less than 3 per cent. share, but Eastern European lard (or raw material for lard manufacture) continued to arrive—in total around 20,000 tons.

Although the Federation issues weekly prices for lard, there is also a U.K. Lard Association, which is affiliated in turn with an EEC body. Here again, a merger into one big food importing federation would ensure that third country imports—while apparently declining—are not penalised unnecessarily and to the detriment of the consumer.

Roy Ellard  
Editor, Foodnews

## Bacon

AS FAR as the general public is concerned bacon is the commodity which has generated the most regular interest over the years. This is principally because the bacon price is discussed by a consultative committee which meets every Thursday at the London and National Provision Exchange. Later any price changes are announced.

In recent years the price changes have been fairly frequent and often dramatic, such as last Thursday's, and the announcement has naturally aroused a lot of interest.

Altogether 24 people gather in the Exchange's Boardroom on a Thursday morning to talk bacon. They represent the importers, bacon agents, the U.K. bacon sellers and the wholesalers and co-ops who buy from them. They discuss demand, stocks, future supplies and price levels. When the meeting breaks up the Danish representatives get together and decide what price to put on their bacon supplies that week. As the Danes have the largest single share of the U.K. market, with over 40 per cent., what they do is bound to influence everyone else, and other nationalities wait for the Danish announcement before deciding on their prices.

British bacon is not priced in the same way, however, as it is against our restrictive practices law. Individual firms fix their price levels after they know the Danish price. As the Ulster Bacon Agency handles all Ulster bacon it can fix its price; the Irish do likewise and the Swedish agents fix their price for their supplies.

This year has seen some historic moments at the weekly price fixing sessions. Early in January, for instance, the bacon price broke through the £1,000 a ton mark for the first time.

To appreciate the extent bacon prices have risen in recent years it is necessary only to point out that five or six years ago bacon was costing

only £300 to £400 a ton. Even allowing for the fall in the value of the pound an increase of this magnitude in such a few years raise a number of problems.

The biggest is the reaction from consumers who, faced with sharp price increases for their bacon at a time when pressure on household budgets has been growing, have cut back their purchases. At its peak in 1971-72 the British market was soaking up more than 12,000 tons of bacon and ham a week. This year it is down to about 9,000 tons a week.

When the price broke through the £1,000 a ton barrier many people in the trade forecast that it would be the limit of consumers' tolerance, but Danish bacon has remained for ten weeks at £1,030 a ton, bolstered by its reputation as the market leader, the demand for its product and a continuing scarcity of supplies to meet their demand. Other nationalities dropped back below £1,000 after a couple of weeks and subsequently have had to offer substantial discounts to promote sales.

Last Thursday the pressure on the Danes—whose bacon was at a £100 a ton premium over the rest of the market without considering the discount on other supplies—could be resisted no longer, and Danish A1 bacon was cut by £90 a ton. This led to reductions in British and Irish bacons, which dropped £20 to £910 a ton, and Ulster bacon, which was cut by £80 to £850 a ton.

The record reduction in the Danish price and the cuts made by other nationalities were deliberately designed to revive flagging sales over the country's retail counters. By channelling the reductions to the middle and back rashers, retail price cuts of up to 10p a pound and back rashers, which bodes well for sales.

The long-term outlook is not too bleak either as the high prices that pigs have been making in recent months will inevitably attract an increase in numbers eventually, which should improve bacon supplies at reasonable prices to consumers.

P.B.

## Dufaire Provisions Limited

### BACON AND CHEESE SPECIALISTS

29-31 Cowcross Street, London EC1M 6DE  
Telephone: 01-253 7931 (10 lines)

## DAIRY PRODUCE PACKERS LTD.

100 YEARS OF SERVICE

TO THE DAIRY TRADE, AS IMPORTERS AND EXPORTERS.

Packers and Distributors of butter and cheese throughout the U.K., including:

Li Bonne Vie — French butter and cheese  
Dutch Pride — Dutch butter  
Country Life — English butter  
Anchor — New Zealand butter and cheese  
Custard's labels — Blended butter and cheese  
Black Diamond — butter and cheese

Suppliers of bulk dairy products to the manufactured food industries.

Trade enquiries invited

81 Tooley Street, SE1 2OS  
Telex No. 01 407 5511 Telex: 863888

Members of the **RHMB** Group

**Emdee**  
IMPORTERS/EXPORTERS/AGENTS  
Dairy Products: "Bravo" Corned Beef  
"Serv-a-Portion"  
Lard: Sauces and Jam Portions  
Canned Goods: "Sunnyland" Juices  
Freezer Meats

**MCCARRON & DEKKER LTD.**  
227 HIGH STREET, EPPING, ESSEX CM16 4BP.  
Phone: Epping (0378) 76341

### Specialists in Marketing the World's Finest Matured Cheddar Cheese

CANADIAN: SCOTTISH:  
ENGLISH FARMHOUSE

"DALBEATTIE" prize winning Scottish factory as supplied to Harrods, Knightsbridge (Traditional shapes). Safeway, International Stores, Waitrose and other first class counters. Available to the trade through first class distributors in London and throughout Home Counties. Sold under the brand name of "TAMMY."

We unhesitatingly draw this to the attention of readers of the Financial Times Provision Trade survey.

D. R. SOUTER (Services) Limited  
58a, Tooley Street, London SE1 2TF

## DOFO DENMARK'S MAJOR CHEESE COMPANY

Offer a full range of Danish Cheese  
(Whole-Consumer Packs—Own Label)

Suppliers of raw materials to the  
European Cheese Processors

Enquiries to:  
**DOFO CHEESE LTD.**  
69 Cowey Rd., Nantwich, Chas. Tel. 0270 64934 Telex 36387

## JOSEPH STOCKS & SONS (HOLDINGS) LTD.

Importers and Distributors of Bacon, Butter, Cheese and Canned Goods.

Suppliers to first-hand importers, wholesalers, multiples and the private retail trade throughout the country.

Distribution points at: Manchester, Liverpool, Southport and Newport, Gwent.

Head office: 57 Stanley Road, Whitefield, Manchester M25 6QP.

Telephone: 061-766 1144 (PBX). Telex: 667331.



## Britain's favourite butter

..... from  
New Zealand of course.



## WALL STREET &amp; OVERSEAS MARKETS

## FOREIGN EXCHANGES

## Off another 13 on monetary disorder Franc falls

BY OUR WALL STREET CORRESPONDENT

NEW YORK, March 15

FURTHER SHARP and widespread falls hit Wall Street today amid new international monetary confusion.

The Dow Jones Industrial Average dropped another 13.14 to 974.50 and the NYSE All Common Index further declined 58 cents to 833.33, while losses outnumbered gains by a near four-to-one majority. Trading volume, however, fell 6.45m. shares to 19.57m.

Selling was prompted today by France's decision to withdraw from the European Joint Monetary Fund System. France's move was seen widely in Europe as a severe setback to Common Market hopes for European economic and monetary union.

Superspreaders dropped another \$2 to \$26 on its sharply lower earnings.

American Roist and Derrick gave up \$11 to \$16 on a proposed public offering of 1m. Common shares.

Marine Midland shed \$1 to \$11 on its forecast of lower first quarter net earnings.

Dow Chemical was off \$3 to \$109. U.S. Steel \$1 to \$82.2, E. F. Hutton \$1 to \$27, International Paper \$2 to \$74, and Du Pont \$3 to \$145.

Mobil Oil surrendered \$2 to \$51.1, while CBS lost \$1 to \$54.2.

Stokeley Van Camp climbed \$2 to \$231 on the rejection of a preliminary acquisition proposal from Anderson Clayton at \$28 per share.

NCA rose \$2 to \$651 on analysts' prediction of higher 1970 earnings.

The American SE Market Value Index fell 1.08 to 103.38, while losers outnumbered gains by 322 to 203.

Syntex lost \$1 to \$31—it said second half net will be "about the same or slightly lower" than the year ago period.

But Gladding gained another \$1 to \$8 on a bullish earnings projection.

**OTHER MARKETS**

Canada again lower

All sectors gave ground in light trading on Canadian Stock markets yesterday.

The Industrial Share Index dipped 2.04 to 192.24, Golds 0.33 to \$21.83, Base Metals 1.44 to \$8.33, Western Oil 2.63 to \$14.33, Utilities 0.73 to \$17.44, Banks 5.14

to 234.07 and Papers 0.52 to 128.76.

Norman Mines lost \$2 to \$34.4 and Falconbridge Nickel were down \$1 to \$38.

Alcan Aluminum shed \$1 to \$36.1.

PARIS—Markets fell on the Local Election results. The absence of Foreign investors, due to the unrest on Exchange Markets, accentuated the downward trend.

Stores, Electricals and Oils were the worst hit, while Chemicals and Metals eased slightly.

Germans, Canadians, Americans, Golds and Coppers firmed, while Dutch issues were steady.

BRUSSELS — Predominantly lower after moderately active trading.

Non-Ferrous Metals declined, Steels were higher. Chemicals eased. Holdings finished steady, while Oils, Electricals and Utilities were lower.

U.S. and French shares lost ground, Germans were higher. Dutch issues improved a little, while South African Gold Mines rose.

AMSTERDAM — Shares fell across a broad front following the unrest on Currency Markets.

Dutch International declined. Elsewhere, Insurances resisted the general trend.

State Loans firmed.

SWITZERLAND — Markets drifted lower, influenced by Friday's fall on Wall Street.

Major Banks edged lower, Insurances were quietly steady, while leading Industrials generally eased. Chemicals also lost ground.

State Bonds were little changed. Foreign sector moderately active, with dollar stocks easier. Dutch International were slightly lower, while Germans were barely steady.

OSLO — Banks were slightly easier. Industrials were irregular, while Shipings and Insurances were quiet.

COPENHAGEN — Mixed in moderate trading.

GERMANY — Broadly lower.

drifted lower, influenced by Friday's fall on Wall Street.

Major Banks edged lower, Insurances were quietly steady, while leading Industrials generally eased. Chemicals also lost ground.

State Bonds were little changed. Foreign sector moderately active, with dollar stocks easier. Dutch International were slightly lower, while Germans were barely steady.

OSLO — Banks were slightly easier. Industrials were irregular, while Shipings and Insurances were quiet.

COPENHAGEN — Mixed in moderate trading.

GERMANY — Broadly lower.

drifted lower, influenced by Friday's fall on Wall Street.

Major Banks edged lower, Insurances were quietly steady, while leading Industrials generally eased. Chemicals also lost ground.

State Bonds were little changed. Foreign sector moderately active, with dollar stocks easier. Dutch International were slightly lower, while Germans were barely steady.

OSLO — Banks were slightly easier. Industrials were irregular, while Shipings and Insurances were quiet.

COPENHAGEN — Mixed in moderate trading.

GERMANY — Broadly lower.

drifted lower, influenced by Friday's fall on Wall Street.

Major Banks edged lower, Insurances were quietly steady, while leading Industrials generally eased. Chemicals also lost ground.

State Bonds were little changed. Foreign sector moderately active, with dollar stocks easier. Dutch International were slightly lower, while Germans were barely steady.

OSLO — Banks were slightly easier. Industrials were irregular, while Shipings and Insurances were quiet.

COPENHAGEN — Mixed in moderate trading.

GERMANY — Broadly lower.

drifted lower, influenced by Friday's fall on Wall Street.

Major Banks edged lower, Insurances were quietly steady, while leading Industrials generally eased. Chemicals also lost ground.

State Bonds were little changed. Foreign sector moderately active, with dollar stocks easier. Dutch International were slightly lower, while Germans were barely steady.

OSLO — Banks were slightly easier. Industrials were irregular, while Shipings and Insurances were quiet.

COPENHAGEN — Mixed in moderate trading.

GERMANY — Broadly lower.

drifted lower, influenced by Friday's fall on Wall Street.

Major Banks edged lower, Insurances were quietly steady, while leading Industrials generally eased. Chemicals also lost ground.

State Bonds were little changed. Foreign sector moderately active, with dollar stocks easier. Dutch International were slightly lower, while Germans were barely steady.

OSLO — Banks were slightly easier. Industrials were irregular, while Shipings and Insurances were quiet.

COPENHAGEN — Mixed in moderate trading.

GERMANY — Broadly lower.

drifted lower, influenced by Friday's fall on Wall Street.

Major Banks edged lower, Insurances were quietly steady, while leading Industrials generally eased. Chemicals also lost ground.

State Bonds were little changed. Foreign sector moderately active, with dollar stocks easier. Dutch International were slightly lower, while Germans were barely steady.

OSLO — Banks were slightly easier. Industrials were irregular, while Shipings and Insurances were quiet.

COPENHAGEN — Mixed in moderate trading.

GERMANY — Broadly lower.

## INDICES

## NEW YORK

## DOW JONES AVERAGES

Close	High	Low	Open	Vol.	Avg. Vol.
974.50	978.00	970.00	987.64	19,570	18,500
833.33	837.00	829.00	840.91	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
103.38	103.70	103.00	104.46	1,200	1,100
21.83	22.00	21.60	22.10	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
8.33	8.50	8.10	8.40	1,200	1,100
14.33	14.50	14.10	14.40	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
17.44	17.60	17.20	17.50	1,200	1,100
5.14	5.30	4.90	5.20	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
128.76	129.00	128.50	129.20	1,200	1,100
34.4	34.70	34.10	34.60	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
38	38.50	37.50	38.20	1,200	1,100
36.1	36.40	35.80	36.20	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
51.1	51.40	50.80	51.20	1,200	1,100
54.2	54.50	53.80	54.30	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
27	27.50	26.50	27.20	1,200	1,100
74	74.50	73.50	74.20	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
145	145.50	144.50	145.20	1,200	1,100
3	3.50	3.20	3.40	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
11.1	11.40	10.80	11.20	1,200	1,100
54.2	54.50	53.80	54.30	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
27	27.50	26.50	27.20	1,200	1,100
74	74.50	73.50	74.20	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
145	145.50	144.50	145.20	1,200	1,100
3	3.50	3.20	3.40	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
11.1	11.40	10.80	11.20	1,200	1,100
54.2	54.50	53.80	54.30	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
27	27.50	26.50	27.20	1,200	1,100
74	74.50	73.50	74.20	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
145	145.50	144.50	145.20	1,200	1,100
3	3.50	3.20	3.40	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
11.1	11.40	10.80	11.20	1,200	1,100
54.2	54.50	53.80	54.30	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
27	27.50	26.50	27.20	1,200	1,100
74	74.50	73.50	74.20	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
145	145.50	144.50	145.20	1,200	1,100
3	3.50	3.20	3.40	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
11.1	11.40	10.80	11.20	1,200	1,100
54.2	54.50	53.80	54.30	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
27	27.50	26.50	27.20	1,200	1,100
74	74.50	73.50	74.20	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
145	145.50	144.50	145.20	1,200	1,100
3	3.50	3.20	3.40	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
11.1	11.40	10.80	11.20	1,200	1,100
54.2	54.50	53.80	54.30	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
27	27.50	26.50	27.20	1,200	1,100
74	74.50	73.50	74.20	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
145	145.50	144.50	145.20	1,200	1,100
3	3.50	3.20	3.40	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
11.1	11.40	10.80	11.20	1,200	1,100
54.2	54.50	53.80	54.30	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
27	27.50	26.50	27.20	1,200	1,100
74	74.50	73.50	74.20	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
145	145.50	144.50	145.20	1,200	1,100
3	3.50	3.20	3.40	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
11.1	11.40	10.80	11.20	1,200	1,100
54.2	54.50	53.80	54.30	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
27	27.50	26.50	27.20	1,200	1,100
74	74.50	73.50	74.20	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
145	145.50	144.50	145.20	1,200	1,100
3	3.50	3.20	3.40	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
11.1	11.40	10.80	11.20	1,200	1,100
54.2	54.50	53.80	54.30	1,200	1,100

Close	High	Low	Open	Vol.	Avg. Vol.
27	27.50	26.50	27.20	1,200	1,100
74	74.50	73.50	74.20	1,200	1,100



## FARMING AND RAW MATERIALS

kim plan  
ould hit  
eal output

By Peter Sullivan

PEPS VEAL - producers warned yesterday that a feeding calves could be cut to 25 per cent of the EEC's proposal to feed manufacturers to use tonnes of skimmed milk in their feeds to reduce community's 1.2m tonnes.

A warning was sounded by the European Commission Association (Fefar) who said producers' net income could be reduced by 25 per cent if there was no support for a market.

As a result, veal production probably contracted and the volume of dairy products sold by the industry could be reduced by 25 per cent.

It is not clear whether the 200,000 tonnes of powder they use, each creating a new surplus, is a much smaller market.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

It is not clear whether the 200,000 tonnes of powder they use, each creating a new surplus, is a much smaller market.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Reported from Brussels, Fefar described the course of events over the past few months as "a very unfortunate and a very unfortunate situation".

It can be seen that the most of commercial requirements of its members which is to be in accordance with the market, should be withdrawn because of the situation.

Confusion over Soviet  
buying depresses sugar

By Peter Sullivan

SUGAR VALUES were depressed yesterday by conflicting reports on the quantity of sugar that the Soviet Union is purchasing from the Philippines.

A little nervous selling in the London terminal market followed a USSR report that it had bought 200,000 tonnes of sugar, compared with the Philippines' claim to have sold the Soviet Union 400,000 tonnes.

This comes after a fairly steady upward price trend since the beginning of the month. Although the London daily sugar price was raised in the morning by 21 to 218 1/2 a ton, the second position on the terminal market closed at 212 1/2 a ton, down 1 1/2 on Friday's close.

In its report from Moscow, Reuters quoted the Soviet authorities as saying they were chartering ships to carry the 200,000 tonnes from the Philippines, plus others for moving another 200,000 tonnes from West European ports.

With these purchases, the needs of the Soviet Union for 1976 are covered in full, stated Prodnik, the Soviet import and export organisation.

Although Brazil and Cuba are by far the biggest sugar producers and therefore to some extent dominate the group in an unlikely partnership, members are finding that many smaller producers—particularly Caribbean countries—have much to contribute in terms of technological and research experience.

The Group's main objectives and functions are to provide a mechanism for consultation and co-ordination in sugar production and marketing to contribute to the adoption of common positions in international sugar negotiations and to co-ordinate policies to obtain fair and remunerative prices.

Marketing recommendations made at a meeting in Lima four months ago were felt to have worked positively by helping members to make good sales. But the Call marketing committee also recommended that a permanent group of experts should be set up to revise and update information on production, consumption and marketing.

It was agreed in principle that members should not subsidise exports, but only export at prices which cover production costs. The Group supported decisions by the Dominican Republic and Brazil to withhold exports.

Whether the group will have any long-term success in achieving the high stable sugar prices, which developing countries would obviously like to see, is questionable. But as Mr. Valerie McCone, secretary of the Inter-delegation, said in an interview, "I don't think that sugar is oil, so there is no possibility of producing something that is the equivalent of OPEC."

In Accra, meanwhile, the Cocoa Marketing Board estimated purchases of Ghana main crop cocoa for the 24th week of the season, March 11, at 804 tons. This brings this season's total to 382,337 tons, against 381,049 after 24 weeks last year.

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

It noted that investment in copper mining, as well as being expensive, took five or six years from the decision to proceed to the time a mine was brought into production.

Other factors pointing to an increase in the copper price were the 15 per cent cutback in copper production, political instability in Africa—which may affect supply—and the possibility of major world powers spending more on armaments.

However, the continuing build-up and high level of stocks, and the availability of scrap had to be borne in mind in predicting the extent of a rise, not forgetting the existing surplus which could be rapidly taken up.

Lead stocks. However, there is some uncertainty as to the effect of the increase in exports permitted during the current quarter, from 32,000 to 32,825 tonnes.

As predicted, lead stocks in LME warehouses fell again, by 575 tonnes to 46,325. LME silver holdings dropped by 600,000 ounces, to 15,260,000. Reuters reported from Paris: "Meanwhile, that it was possible, within ten years that there would be insufficient new capacity to satisfy world demand if copper prices remained low, according to the intergovernmental Council of Copper Exporting Countries (Cocpec) in its latest report."

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

It noted that investment in copper mining, as well as being expensive, took five or six years from the decision to proceed to the time a mine was brought into production.

Other factors pointing to an increase in the copper price were the 15 per cent cutback in copper production, political instability in Africa—which may affect supply—and the possibility of major world powers spending more on armaments.

However, the continuing build-up and high level of stocks, and the availability of scrap had to be borne in mind in predicting the extent of a rise, not forgetting the existing surplus which could be rapidly taken up.

Lead stocks. However, there is some uncertainty as to the effect of the increase in exports permitted during the current quarter, from 32,000 to 32,825 tonnes.

As predicted, lead stocks in LME warehouses fell again, by 575 tonnes to 46,325. LME silver holdings dropped by 600,000 ounces, to 15,260,000. Reuters reported from Paris: "Meanwhile, that it was possible, within ten years that there would be insufficient new capacity to satisfy world demand if copper prices remained low, according to the intergovernmental Council of Copper Exporting Countries (Cocpec) in its latest report."

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

It noted that investment in copper mining, as well as being expensive, took five or six years from the decision to proceed to the time a mine was brought into production.

Other factors pointing to an increase in the copper price were the 15 per cent cutback in copper production, political instability in Africa—which may affect supply—and the possibility of major world powers spending more on armaments.

However, the continuing build-up and high level of stocks, and the availability of scrap had to be borne in mind in predicting the extent of a rise, not forgetting the existing surplus which could be rapidly taken up.

Lead stocks. However, there is some uncertainty as to the effect of the increase in exports permitted during the current quarter, from 32,000 to 32,825 tonnes.

As predicted, lead stocks in LME warehouses fell again, by 575 tonnes to 46,325. LME silver holdings dropped by 600,000 ounces, to 15,260,000. Reuters reported from Paris: "Meanwhile, that it was possible, within ten years that there would be insufficient new capacity to satisfy world demand if copper prices remained low, according to the intergovernmental Council of Copper Exporting Countries (Cocpec) in its latest report."

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

World cocoa  
supply  
estimate cut

By Richard Mooney

WORLD COCOA production for the 1975-76 season was forecast at 1,485,600 tonnes yesterday by the statistics committee of the International Cocoa Organisation. This is only 7,000 tonnes below the ICCO's October forecast, but thanks to a sharp increase in the 1975-76 estimate of world grindings, the supply deficit is expected to widen from 5,000 tonnes to 33,000.

This is sharply at variance with predictions issued recently by the U.S. Department of Agriculture (USDA) and London merchants. Gill and Duffus, which forecast surpluses of 46,000 tonnes and 36,000 tonnes respectively, have preferred the Gill and Duffus figures at that time and still appears to do so, as reaction to yesterday's ICCO figures was minimal.

The discrepancy between the ICCO and Gill and Duffus forecasts is mainly due to differing production estimates, the grindings figures being more or less in line.

Most dealers feel that, with world output depending heavily on the output of the Brazilian Temporal crop—harvesting of which has not yet begun—it is still far too early for any confident prediction of total production.

In Accra, meanwhile, the Cocoa Marketing Board estimated purchases of Ghana main crop cocoa for the 24th week of the season, March 11, at 804 tons. This brings this season's total to 382,337 tons, against 381,049 after 24 weeks last year.

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

It noted that investment in copper mining, as well as being expensive, took five or six years from the decision to proceed to the time a mine was brought into production.

Other factors pointing to an increase in the copper price were the 15 per cent cutback in copper production, political instability in Africa—which may affect supply—and the possibility of major world powers spending more on armaments.

However, the continuing build-up and high level of stocks, and the availability of scrap had to be borne in mind in predicting the extent of a rise, not forgetting the existing surplus which could be rapidly taken up.

Lead stocks. However, there is some uncertainty as to the effect of the increase in exports permitted during the current quarter, from 32,000 to 32,825 tonnes.

As predicted, lead stocks in LME warehouses fell again, by 575 tonnes to 46,325. LME silver holdings dropped by 600,000 ounces, to 15,260,000. Reuters reported from Paris: "Meanwhile, that it was possible, within ten years that there would be insufficient new capacity to satisfy world demand if copper prices remained low, according to the intergovernmental Council of Copper Exporting Countries (Cocpec) in its latest report."

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

It noted that investment in copper mining, as well as being expensive, took five or six years from the decision to proceed to the time a mine was brought into production.

Other factors pointing to an increase in the copper price were the 15 per cent cutback in copper production, political instability in Africa—which may affect supply—and the possibility of major world powers spending more on armaments.

However, the continuing build-up and high level of stocks, and the availability of scrap had to be borne in mind in predicting the extent of a rise, not forgetting the existing surplus which could be rapidly taken up.

Lead stocks. However, there is some uncertainty as to the effect of the increase in exports permitted during the current quarter, from 32,000 to 32,825 tonnes.

As predicted, lead stocks in LME warehouses fell again, by 575 tonnes to 46,325. LME silver holdings dropped by 600,000 ounces, to 15,260,000. Reuters reported from Paris: "Meanwhile, that it was possible, within ten years that there would be insufficient new capacity to satisfy world demand if copper prices remained low, according to the intergovernmental Council of Copper Exporting Countries (Cocpec) in its latest report."

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

It noted that investment in copper mining, as well as being expensive, took five or six years from the decision to proceed to the time a mine was brought into production.

Other factors pointing to an increase in the copper price were the 15 per cent cutback in copper production, political instability in Africa—which may affect supply—and the possibility of major world powers spending more on armaments.

However, the continuing build-up and high level of stocks, and the availability of scrap had to be borne in mind in predicting the extent of a rise, not forgetting the existing surplus which could be rapidly taken up.

Lead stocks. However, there is some uncertainty as to the effect of the increase in exports permitted during the current quarter, from 32,000 to 32,825 tonnes.

As predicted, lead stocks in LME warehouses fell again, by 575 tonnes to 46,325. LME silver holdings dropped by 600,000 ounces, to 15,260,000. Reuters reported from Paris: "Meanwhile, that it was possible, within ten years that there would be insufficient new capacity to satisfy world demand if copper prices remained low, according to the intergovernmental Council of Copper Exporting Countries (Cocpec) in its latest report."

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

It noted that investment in copper mining, as well as being expensive, took five or six years from the decision to proceed to the time a mine was brought into production.

Other factors pointing to an increase in the copper price were the 15 per cent cutback in copper production, political instability in Africa—which may affect supply—and the possibility of major world powers spending more on armaments.

However, the continuing build-up and high level of stocks, and the availability of scrap had to be borne in mind in predicting the extent of a rise, not forgetting the existing surplus which could be rapidly taken up.

Lead stocks. However, there is some uncertainty as to the effect of the increase in exports permitted during the current quarter, from 32,000 to 32,825 tonnes.

As predicted, lead stocks in LME warehouses fell again, by 575 tonnes to 46,325. LME silver holdings dropped by 600,000 ounces, to 15,260,000. Reuters reported from Paris: "Meanwhile, that it was possible, within ten years that there would be insufficient new capacity to satisfy world demand if copper prices remained low, according to the intergovernmental Council of Copper Exporting Countries (Cocpec) in its latest report."

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

World cocoa  
supply  
estimate cut

By Richard Mooney

WORLD COCOA production for the 1975-76 season was forecast at 1,485,600 tonnes yesterday by the statistics committee of the International Cocoa Organisation. This is only 7,000 tonnes below the ICCO's October forecast, but thanks to a sharp increase in the 1975-76 estimate of world grindings, the supply deficit is expected to widen from 5,000 tonnes to 33,000.

This is sharply at variance with predictions issued recently by the U.S. Department of Agriculture (USDA) and London merchants. Gill and Duffus, which forecast surpluses of 46,000 tonnes and 36,000 tonnes respectively, have preferred the Gill and Duffus figures at that time and still appears to do so, as reaction to yesterday's ICCO figures was minimal.

The discrepancy between the ICCO and Gill and Duffus forecasts is mainly due to differing production estimates, the grindings figures being more or less in line.

Most dealers feel that, with world output depending heavily on the output of the Brazilian Temporal crop—harvesting of which has not yet begun—it is still far too early for any confident prediction of total production.

In Accra, meanwhile, the Cocoa Marketing Board estimated purchases of Ghana main crop cocoa for the 24th week of the season, March 11, at 804 tons. This brings this season's total to 382,337 tons, against 381,049 after 24 weeks last year.

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

It noted that investment in copper mining, as well as being expensive, took five or six years from the decision to proceed to the time a mine was brought into production.

Other factors pointing to an increase in the copper price were the 15 per cent cutback in copper production, political instability in Africa—which may affect supply—and the possibility of major world powers spending more on armaments.

However, the continuing build-up and high level of stocks, and the availability of scrap had to be borne in mind in predicting the extent of a rise, not forgetting the existing surplus which could be rapidly taken up.

Lead stocks. However, there is some uncertainty as to the effect of the increase in exports permitted during the current quarter, from 32,000 to 32,825 tonnes.

As predicted, lead stocks in LME warehouses fell again, by 575 tonnes to 46,325. LME silver holdings dropped by 600,000 ounces, to 15,260,000. Reuters reported from Paris: "Meanwhile, that it was possible, within ten years that there would be insufficient new capacity to satisfy world demand if copper prices remained low, according to the intergovernmental Council of Copper Exporting Countries (Cocpec) in its latest report."

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

It noted that investment in copper mining, as well as being expensive, took five or six years from the decision to proceed to the time a mine was brought into production.

Other factors pointing to an increase in the copper price were the 15 per cent cutback in copper production, political instability in Africa—which may affect supply—and the possibility of major world powers spending more on armaments.

However, the continuing build-up and high level of stocks, and the availability of scrap had to be borne in mind in predicting the extent of a rise, not forgetting the existing surplus which could be rapidly taken up.

Lead stocks. However, there is some uncertainty as to the effect of the increase in exports permitted during the current quarter, from 32,000 to 32,825 tonnes.

As predicted, lead stocks in LME warehouses fell again, by 575 tonnes to 46,325. LME silver holdings dropped by 600,000 ounces, to 15,260,000. Reuters reported from Paris: "Meanwhile, that it was possible, within ten years that there would be insufficient new capacity to satisfy world demand if copper prices remained low, according to the intergovernmental Council of Copper Exporting Countries (Cocpec) in its latest report."

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

It noted that investment in copper mining, as well as being expensive, took five or six years from the decision to proceed to the time a mine was brought into production.

Other factors pointing to an increase in the copper price were the 15 per cent cutback in copper production, political instability in Africa—which may affect supply—and the possibility of major world powers spending more on armaments.

However, the continuing build-up and high level of stocks, and the availability of scrap had to be borne in mind in predicting the extent of a rise, not forgetting the existing surplus which could be rapidly taken up.

Lead stocks. However, there is some uncertainty as to the effect of the increase in exports permitted during the current quarter, from 32,000 to 32,825 tonnes.

As predicted, lead stocks in LME warehouses fell again, by 575 tonnes to 46,325. LME silver holdings dropped by 600,000 ounces, to 15,260,000. Reuters reported from Paris: "Meanwhile, that it was possible, within ten years that there would be insufficient new capacity to satisfy world demand if copper prices remained low, according to the intergovernmental Council of Copper Exporting Countries (Cocpec) in its latest report."

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

It noted that investment in copper mining, as well as being expensive, took five or six years from the decision to proceed to the time a mine was brought into production.

Other factors pointing to an increase in the copper price were the 15 per cent cutback in copper production, political instability in Africa—which may affect supply—and the possibility of major world powers spending more on armaments.

However, the continuing build-up and high level of stocks, and the availability of scrap had to be borne in mind in predicting the extent of a rise, not forgetting the existing surplus which could be rapidly taken up.

Lead stocks. However, there is some uncertainty as to the effect of the increase in exports permitted during the current quarter, from 32,000 to 32,825 tonnes.

As predicted, lead stocks in LME warehouses fell again, by 575 tonnes to 46,325. LME silver holdings dropped by 600,000 ounces, to 15,260,000. Reuters reported from Paris: "Meanwhile, that it was possible, within ten years that there would be insufficient new capacity to satisfy world demand if copper prices remained low, according to the intergovernmental Council of Copper Exporting Countries (Cocpec) in its latest report."

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

World cocoa  
supply  
estimate cut

By Richard Mooney

WORLD COCOA production for the 1975-76 season was forecast at 1,485,600 tonnes yesterday by the statistics committee of the International Cocoa Organisation. This is only 7,000 tonnes below the ICCO's October forecast, but thanks to a sharp increase in the 1975-76 estimate of world grindings, the supply deficit is expected to widen from 5,000 tonnes to 33,000.

This is sharply at variance with predictions issued recently by the U.S. Department of Agriculture (USDA) and London merchants. Gill and Duffus, which forecast surpluses of 46,000 tonnes and 36,000 tonnes respectively, have preferred the Gill and Duffus figures at that time and still appears to do so, as reaction to yesterday's ICCO figures was minimal.

The discrepancy between the ICCO and Gill and Duffus forecasts is mainly due to differing production estimates, the grindings figures being more or less in line.

Most dealers feel that, with world output depending heavily on the output of the Brazilian Temporal crop—harvesting of which has not yet begun—it is still far too early for any confident prediction of total production.

In Accra, meanwhile, the Cocoa Marketing Board estimated purchases of Ghana main crop cocoa for the 24th week of the season, March 11, at 804 tons. This brings this season's total to 382,337 tons, against 381,049 after 24 weeks last year.

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.

It noted that investment in copper mining, as well as being expensive, took five or six years from the decision to proceed to the time a mine was brought into production.

Other factors pointing to an increase in the copper price were the 15 per cent cutback in copper production, political instability in Africa—which may affect supply—and the possibility of major world powers spending more on armaments.

However, the continuing build-up and high level of stocks, and the availability of scrap had to be borne in mind in predicting the extent of a rise, not forgetting the existing surplus which could be rapidly taken up.

Lead stocks. However, there is some uncertainty as to the effect of the increase in exports permitted during the current quarter, from 32,000 to 32,825 tonnes.

As predicted, lead stocks in LME warehouses fell again, by 575 tonnes to 46,325. LME silver holdings dropped by 600,000 ounces, to 15,260,000. Reuters reported from Paris: "Meanwhile, that it was possible, within ten years that there would be insufficient new capacity to satisfy world demand if copper prices remained low, according to the intergovernmental Council of Copper Exporting Countries (Cocpec) in its latest report."

The report for the fourth quarter of 1975, said that low prices had forced the postponement of some plans to create new mining capacity, and exploration had lost some of its momentum.



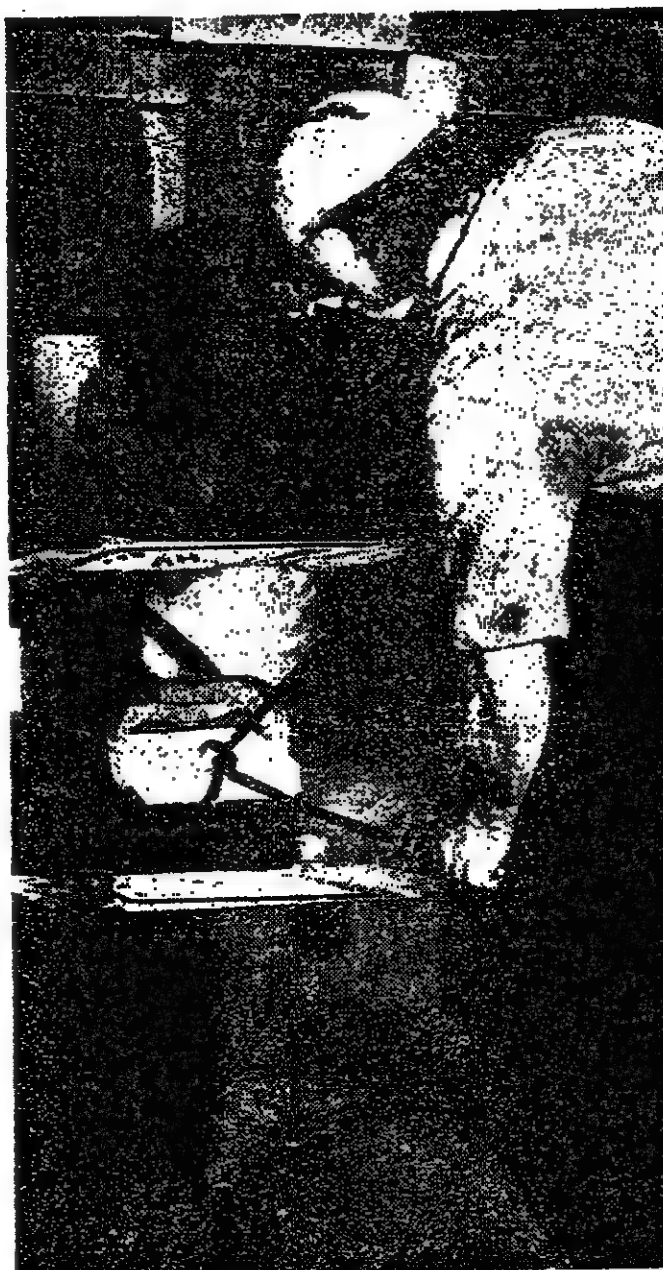
## FINANCIAL TIMES REPORT

Tuesday March 16 1976

## DROP FORGING

In spite of a heavy dependence on the fortunes of the motor industry, the drop forging industry has come through the recession without too many casualties. Sales began to pick up at the end of last year, and a modest revival appears to be in prospect.

## Bearing up under strain



Forging wear-plates for bulldozer shovels at the Taffs Well plant of South Wales Forgemasters, a member of the Deritend Group.

THE DROP forging industry has not come through the recession unscathed, but certainly it has survived in much better shape than many other sectors of the engineering and allied industries, despite one or two establishments in the heavier sector being on prolonged short-time working. At no point has the 1974-75 recession been as severe as that of 1971-72. This is perhaps the more remarkable in view of the downturn in the motor industry, which takes almost half the tonnage output, with wheeled and crawler tractors taking another 16 per cent. But the continuing buoyancy of truck demand—it weakened only in the last quarter—pushed up the weight of forgings for the commercial vehicle sector by more than 19 per cent, compared with 1974, to 25 per cent of the industry's total output. The comparable figure for cars and light vans was 20 per cent. While agricultural tractor production kept on a fairly even keel (and seems to have been hit as much by strikes as by changes in the market), demand for the heavier earth-moving crawler tractors declined.

Taking the mobile vehicle and equipment market as a whole, 1975 was nearly 8 per cent down on 1974. On the other hand mining and railway equipment and that for pipelines, together with a useful increase in direct exports to nearly 11 per cent, helped to restrain the overall loss of tonnage to less than 5 per cent—nearly 501,000 tonnes last year

against 525,000 tonnes in 1974. Of course, how individual forging companies have fared depends very much on the product mix.

Those allied to the car industry were hit hardest by the destocking and decline in demand, which resulted in a fall off of more than 32 per cent in tonnage deliveries, while the relatively small but equally vital sector making components for industrial engines saw their order books shrink by two thirds. In general terms a year that continued the strong finish to 1974 into the first quarter of 1975, with deliveries of 145,000 tonnes, then slid downwards to under 104,000 tonnes in the third quarter. There was a modest revival in the fourth quarter as destocking appeared to be ending, and in the past few weeks there have been more encouraging signs that a slow economic revival is on its way. It will not, of course, be helped by the recently announced increases in steel prices, which for the forging industry means having to pay probably 4-7 per cent more across the range. However, the increase was by no means unexpected, and if consumer durables—cars, washing machines and other domestic products—get a fillip in the budget next month a better year should be in prospect for the forging industry.

### Shaping

Basically drop forging is the shaping of metals by a hammer or press. The two main qualities are carbon and alloy steel, with stainless steel, chiefly for aerospace industries, in third place in general classification as well as other special steels for the machine tool industries. A billet of metal is heated to the required temperature and then formed into shape by blows from the hammer or press and by manipulation between closed dies in which the requisite shapes have been sunk. The object is to make a forging as near to the final shape needed as possible to economise in metal utilisation and avoid, as far as possible, subsequent machining operations. Recently the need to conserve energy has become an added factor. Traditionally the industry has been largely a jobbing industry, often managed by family concerns. A big change was brought about with the growth of GKN, which now controls almost half the forging output, and there has also been a similar rationalisation and amalgamation at work elsewhere, so that to-day most of the 80 commercial forges are run by public companies or by management in which the professional element is dominant. One result has been that investment levels have improved, and this also has encouraged plant and equipment makers to develop their resources. Programmes like those undertaken by GKN, where a new forge and ancillary work can cost over £1m, are very substantial, and investment is relatively high at many smaller units. Compared with the forging industries of Germany, Italy and France the output per man and investment is about the same.

Inevitably, one of the biggest spenders is the Special Steels Division of the British Steel Corporation, which is currently engaged on a wide ranging programme to improve capacity, production techniques and quality of product. Tinsley Park works, Sheffield, is a principal service of alloy steel forging billets, and here, for instance, the most sensitive method of crack detection is being employed. The Tinsley Park bar mill is also being improved. An £11m scheme at the Aldwarke works has recently been approved to improve the capacity and quality of the carbon billet finishing banks. Now being commissioned is the new £30m, high-technology Thrybergh bar mill, which will have a capacity of 400,000 tonnes a year for special bar production. Complementary in size range is the Wolverhampton 14-inch bar mill, on which £1m has been spent.

The private sector, which concentrates more on stainless, high-speed and other special alloy steels, and enters areas not served by the BSC Special Steels Division, also has a substantial development and modernisation programme in hand.

The Dunford Hadfield-Brown Bayley Group, for instance, is bringing to fruition a four-year expansion and modernisation programme costing £18m. Largest individual unit is a 100-ton capacity electric arc furnace, which is allied to what is claimed the most powerful transformer in the European industry. Indicative of the forward thinking in the private sector—and the high cost of anti-pollution measures—is the equipment in the melting shop, and there has also been a similar

Where possible hammers are being replaced by presses at a growing number of establishments, particularly those committed to high output repetitive work. But for shorter runs dealt with on a one-off basis, the hammer is still the most efficient means of doing a job, and are themselves being continuously improved. The industry has a good record of endeavours as regards improving working conditions and is also much more sensitive to the impact of its work on the surrounding area. Night work, a necessity at many plants in order to justify investment, is bound to come under closer

Peter Cai

### Investment

The substantial investment in the production of forging quality steels should result in complaints from drop forgers—which chiefly have been levelled against BSC, it must be said—about inability to meet the increasingly exacting requirements evaporating considerably, if not entirely disappearing. The plans of the suppliers will be an important ingredient in the discussions the industry will be having at the National Economic Development Office. Drop forging is one of 30 industries the Government has identified in its industrial strategy as being of key importance to an economic revival—no news to those engaged in it—and will get investment aid to try to ensure that it will not put any constraints on customer industries by a failure to deliver.

The iron casting industry, also selected, has in a sense been more fortunate than drop forging by having its development plans well advanced to meet new and stringent anti-pollution and working environment regulations. Drop forgers in one important respect took action three or four years ago to ameliorate the outstanding pollution—noise—by setting up mobile audiometry units.

The National Association of Drop Forgers is carrying out a programme to try to lessen the noise inseparable from the job.

ETCHELLS

Suppliers of  
OES BATCH FURNACES FOR Bars and B  
BR and RP ROTARY FORGE FURNACES  
IN-LINE & BATCH HEAT TREATMENT  
FURNACES for the

## FORGING INDUSTRY

Designers & Manufacturers of  
Industrial Process Equipment for Applied H  
specialising in HIGH INTENSITY COMBUS  
SYSTEMS

DAVID ETCHHELLS (FURNACES) LIM:

Stafford Road Darlaston Wednesbury WS10 E  
Phone: 021-526 3511 Telex: 33330 Etr Darl

Rivers

Distributors for Europe's  
Premier Sawing Machinery

Rivers Machinery Limited

Winnall, Winchester, Hampshire, SO23 7R  
Telephone: Winchester (0962) 61558 Telex: 42

**THE HUGHES-JOHNSON  
STAMPINGS LTD.**  
LANGLEY GREEN, OLDBURY, WARLEY  
TEL: 021-552-1361  
TELEX: 336581

**LIGHT-METAL FORGINGS LTD.**  
CHURCHBRIDGE, OLDBURY, WARLEY  
TEL: 021-552-2921  
TELEX: 336581

**BRETT'S STAMPING CO. LTD.**  
HARNALL LANE EAST, COVENTRY  
TEL: 0203-26641

Drop Forgings in Steels. Stainless Steels.  
Heat-Resisting Steels. Aluminium Alloys.  
Magnesium Alloys. Copper Alloys. and  
Nickel Alloys including the NIMONICS.

SPECIALIST FORGING SUPPLIERS TO THE  
AIRCRAFT AND GENERAL ENGINEERING  
INDUSTRIES OF GREAT BRITAIN AND THE  
E.E.C. COUNTRIES.

MEMBERS OF THE J. & H. B. JACKSON  
GROUP OF COMPANIES

## PAUL GRANBY & CO

WOULD NEED AN ENTIRE ISSUE OF THE F.T.  
to tell of all their many superbly engineered machines  
for the drop forging industry:

**PRESSES** mechanical and hydraulic  
horizontal and vertical  
screw and the new orbital  
extrusion and stamping.

**HAMMERS** hydraulic drop and counter-  
blow with programmed solid  
state electronic control.

**AUTOMATION** for cost cutting maximum  
productivity.

ALAS THIS WE CAN'T AFFORD BUT PLEASE let  
up help you with your expansion and replacement  
plans.

Contact us at:

75 Victoria Street, London, SW1H 0HZ  
(01) 222 5338/9 Telex 265265

## Johnson & Firth Brown Limited STEEL DIVISION

The Johnson & Firth Brown Steel Division is one of Europe's  
leading manufacturers of high quality steels and engineering  
products. These include open and closed die forgings, castings  
and centrifugings, bars, billets, rolled rings and special melted  
products.

For further information please contact any of the operating  
companies or the head office in Sheffield.



Companies within the Steel Division are:  
Firth Brown  
Firth-Vickers Special Steels  
The Firth-Denham Stampings  
River Don Stampings  
Firth Vickers Foundry  
Firth Brown Castings  
Nicholson & Rhodes  
George Oxley & Sons  
Firth-Stahl-Verkauf, Switzerland  
GMS Computing

Atlas Works,  
Sheffield S4 7US

## A WORLD of Drop Forging experience

Manufacturers to multi-national  
markets of  
Drop Forgings

Spiral Springs

Tubular

Forgings

Flanged Shaft

Forgings

Welded Rings

Buffers



## Turton Platts

A MEMBER OF THE EDGAR ALLEN GROUP

George Turton Platts & Co. Ltd., Meadowhall Road,  
Wincobank, Sheffield S9 1HD  
Telephone 0742 386921 Telex: Chamcom Sheffield 54208

John, in 1976



## DROP FORGING II

# Pricing a sensitive issue

AND carbon steel bars billets for the forging industry comprise some 45 per cent of the value of the finished product, and almost half the requirements originate within the nationalised sector, the Special Steels Division of the British Steel Corporation, based at Sheffield, such a heavy reliance on one source is inevitable. The forging industry is vital to the BSC's price policy.

The Division's room for manoeuvre is circumscribed by overall policies of the European Coal and Steel Community. It nevertheless has a freedom of decision either to raise or to lower its prices. And it must be at the industry's disposal, means more particularly the past when the links between the industry and the community were not so close, the steel association membership, National Association of Forgers and Stammers, speaking, the Division (BSC) can make its prices providing that it is deemed a fair return on capital and that it is able to the Community.

Special steels division over the range, the increase averaging 8-10 per cent. The quantities, lengths, sizes and specifications are the chief categories—are not changed so radically so that individual drop forgers may not have to pay quite this percentage overall. The month's notice of the price rise appears to be a precedent for which the industry will be grateful. In the past price changes have been made by BSC without notice. Users should now have time to apply for, and get in, reasonable quantities, their price increases.

At the moment the comparable price lists published by Continental suppliers are said to be higher in general than those current in the U.K., so there is no real scope for importation to exert pressure on home market suppliers. In any case, experience shows (and not only with BSC) that when heavy handedness, how justified, has not been used. Since then there has been a further rise of only 5 to 10 per cent. That was in 1975, and it has just been announced there is to be a further rise in April, an interval of months. As usual the sector has followed the



A large electro-hydraulic forging manipulator, which can handle heated billets and ingots weighing up to 12½ tonnes. It is manufactured by Wellman Mechanical Engineering.

supplies of forging quality steels fail to match demand, as has been the case in boom times or during a period of severe industrial strife, suppliers have a very human tendency to allocate more generously to customers who have supported them through difficult times than to those who came running when they were in need and who shop elsewhere when the pressure is off.

### Expectations

Since the main raw material of the drop forging industry represents nearly half the final cost of the product, it can easily be surmised that if gloomy expectations of a 12 per cent (or so) rise in prices are realised, customers for forgings should be prepared to pay an extra 5 to 6 per cent, and this is likely to be so whether they shop directly at the Special

Steels Division of BSC or with the private sector. For the private sector is itself a customer of BSC for products which it then re-rolls to customer requirements.

The private sector steel suppliers of the forging industry have to cope with the same cost pressures of material as the BSC, and would like to respond to them very much more quickly than the nationalised sector does.

For one reason or another—and not excepting political reasons—the BSC has tended to be slow in reacting, and considering the ways in which it is subsidised this is not surprising. The private sector, of course, has no such cushion to lessen the impact of rising costs and since the BSC is the market leader on prices, cannot push them up before the public sector moves: except in isolated instances customers would not accept such rises. Almost the

only occasions on which the private sector could take the initiative are when a surcharge can be introduced, as it has been for steel scrap and nickel when they were in short supply and prices jumped. If the value of the pound continues to sink or remains much below £2, a surcharge for nickel may again become necessary. Both camps would naturally like to see a greater degree of stability return to prices, and now that a higher degree of commercial accountability is being demanded of the public sector, the BSC would probably not be averse to making its pricing policy correspond more closely with market forces.

Whether the rate and size of price increases can be slowed depends, of course, on how successful counter-inflation policies are and by how much productivity increases. If the increases are not too big both camps would probably like to

settle for biennial rises in existing circumstances to allow a sensible measure of forward planning by all concerned.

Certainly it is now BSC's settled policy to review prices at regular intervals and, dependent on market conditions, to adjust them accordingly. "It is thought that a policy of little and often is a more realistic way of dealing with the problem, and certainly more digestible to industry as a whole" is how the Special Steels Division puts it. While demand is so slack—the division is working at 25-30 per cent below capacity in some key areas—it is going to be difficult to push up prices, but if the upturn, now being more confidently forecast for the second half of the year, occurs, then it would be natural for some consideration to be given to an assessment of what the market would bear.

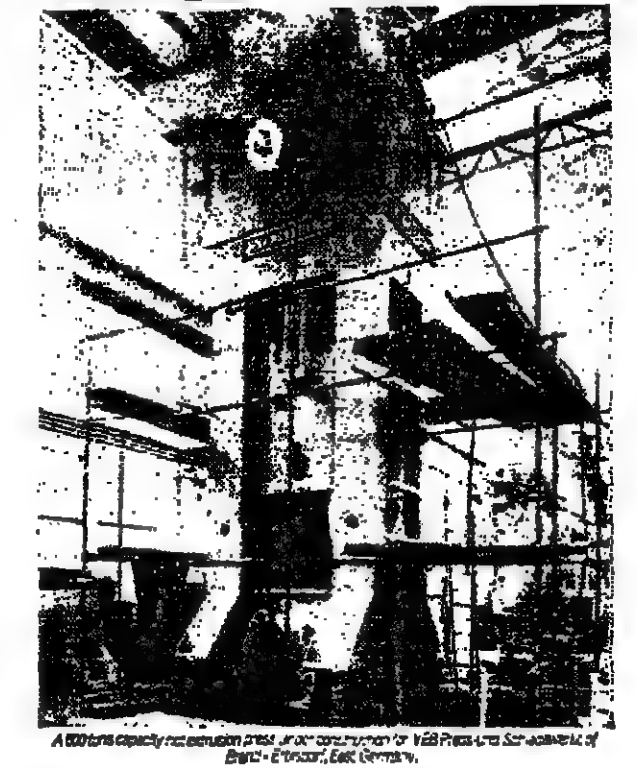
As well as prices, the forging industry needs to have confidence that supplies will adequately meet an expansion in demand, especially as the Division intends to improve, if possible, its exports, mainly to Europe and America, of forging quality steels.

On this score there is greater assurance, for both the public and private sectors are gearing up to ensure that shortages do not hamper economic expansion. The interaction between design requirements and steel specifications is receiving special attention, and constantly improving material utilisation is a prime target.

This is being achieved by closer and higher standards of metallurgical product and by better inspection and finishing processes. Work on controlled analysis and hardenability specification continues in order to obtain a more consistent product from the heat treatment plants. Continuing investment to present a product more closely tailored to the increasingly stringent requirements of the forging industry is a prime ingredient in any pricing policy.

Peter Cartwright

## WILKINS & MITCHELL



A 600-ton capacity hot-chamber press, under construction for a German firm, at Wilkins & Mitchell, East Germany.

### For your reputation's sake.

Wilkins and Mitchell have been one of Britain's leading manufacturers of power presses for over seventy years now. During that time they've built up an impressive reputation for design innovation and good, solid quality.

They've also built up an impressive range of forging presses as well as panel presses.

High speed presses, from 600 to 8,000 tons.  
Hot brass stamping presses from 100 to 500 tons.  
Hot and cold extrusion presses from 200 to 2,000 tons, and truck joint presses from 200 to 1,000 tons.

They also make billet shears, up to 7 inch cross sections, and double bearing and cantilever types of roller rolls catering for 1.5 to 6 inch square sections.

They have a separate division for repairing and rebuilding all types of press, including other manufacturers' equipment. And they can supply fully tooling presses equipped with the necessary feed mechanisms.

If forging is your problem, go to the people who have the reputation for getting most of the answers right.

Go to Wilkins and Mitchell. For your reputation's sake.

**WILKINS & MITCHELL (Power Presses) LTD.**  
Darlington, Wadsworth, West Midlands.  
Telephone: 021-525 3111, Telegrams: Servis Darlington, Telex: 335 337.  
Associate Companies: Scottish Machine Tool Corp. Ltd. and Power Press Enterprises Ltd.



Open Tool Forgings and Rolled Rings, Drop, Pressed, Extruded and Upset Forgings in all forgeable material specifications.

**Doncasters Sheffield Ltd.**, P.O. Box 66, Penistone Road, Sheffield S6 2FR, England. Telephone: Sheffield (0742) 349444. Grams: Doncasters, Sheffield. Telex: 54289.  
Subsidiary of Daniel Doncaster & Sons Ltd., Birley House, Wadesley Bridge, Sheffield S6 1ET.

Keith Gale

## The fight against pollution

**THE HEALTH and Safety at Work Act 1974 and the Control of Pollution Act 1974** are both of major importance to the forging industry. But the provisions of the two Acts, far-reaching though they are, only highlight operational problems of which the industry has long been aware. More significantly, the industry has anticipated much of the legislation in its

research and development work and has produced a number of solutions of considerable value. It would, however, be idle to pretend that all the answers are available and one effect of the Acts must be to speed up development of processes and methods of working which are more readily acceptable under modern legislation.

Forging—incidentally the oldest method of working metals in the world—has, like many other industries, undergone tremendous development in the last few decades. It is a far cry from the village smithy, which inspired the poet, to the modern forge, but certain fundamentals remain. The metal has to be heated and force has to be applied to shape it. These are the two major problem areas. Heating has made great progress. Gone are the old, dirty, smoke-producing coal-fired furnaces. Modern methods of firing by oil, and in some cases gas, are easily controlled to give smokeless combustion.

Development of powder forging will accelerate this change. Powder forging, the production of very precise shapes from metal powders by pressing and sintering, followed by a single hot forging operation in a press, is a recent development which was introduced for technological reasons. It produces a better component, with no waste of material and, incidentally, it is clean, using gas, oil or electric heating, and it is very quiet. Powder forging has an attractive future.

But neither powder nor conventional press forging is as yet suitable for every product the industry makes, and the hammer is likely to continue in use for the foreseeable future. So the problem of noise remains as well. Indeed it is a major problem in a modern forge. It is now rated as an occupational hazard to those who work in the forge; this includes, of course, not only the machine operators but also anyone whose duties take him into the shop, even if only at intervals. Thus transport drivers and maintenance workers are involved.

In the long term the answer will and must be found either in elimination of noise—which seems unlikely in the case of hammers—or in its containment at source. Even the latter is not at present in sight. The short-term solution is to provide all persons likely to be affected with personal ear protection. This has been done by some of the larger forging companies on a property

free. But while it is ideal—and widely used—for heating billets or bar-stock for automatic press forging, it is not so good for use with a manually-operated hammer. A press has an invariable time requirement for heated stock; its rhythm never alters and electric heating can be made to match this rhythm exactly. A hammer, on the other hand, must, human nature being what it is, vary its operating speed durling a shift, and this does not match the precise timing of electric heaters. However, some spread of electric heating can be expected, for there is a trend towards the use of presses instead of the traditional forging hammers.

Control of all forms of pollution within the factory is not by any means all that the law requires. It must be controlled from an environmental point of view as well. Noise and vibration extending from the factory premises to the neighbourhood are just as objectionable in the eyes of the law as a smoking chimney stack and, incidentally, more difficult to control. Elimination of all these pollutants at source is the obvious long-term answer, that which does not occur in the shop cannot escape from it. But if there is a source of pollution which cannot, at present, be eliminated—and noise is the most difficult one—then it must be contained within the shop, so there are likely to be developments in building, to isolate and absorb noise, and in foundation design to contain vibrations.

A persistent problem with hot forging is that of lubrication of the dies. Traditionally, a light mineral oil was used. It was technically very suitable, but it was dirty, produced a lot of smoke and could be dangerous to operators. There has been a move towards water-dispersed graphite, which is much cleaner, but the real answer will lie in

### Noise

Unfortunately the pollution problem here has been replaced by another—noise—now recognised as a pollutant and heavily frowned upon by the law. Economics dictate that any fuel shall be used as efficiently as possible, and modern fuel burners are noisy. It is possible to enclose some burners in acoustic housings, and in the short term this can be a solution. But more fundamental research into burner design is necessary, especially from the noise angle. Such research can well be in with general research into noise—a major problem in many industries—for not a great deal is known at present about the fundamentals of noise production and propagation. To absorb noise is one thing; to reduce or even eliminate it at source is another. Some things such as burners can be put in acoustic cabinets. A machine which needs constant manual attention cannot.

### Control

Control of all forms of pollution within the factory is not by any means all that the law requires. It must be controlled from an environmental point of view as well. Noise and vibration extending from the factory premises to the neighbourhood are just as objectionable in the eyes of the law as a smoking chimney stack and, incidentally, more difficult to control. Elimination of all these pollutants at source is the obvious long-term answer, that which does not occur in the shop cannot escape from it. But if there is a source of pollution which cannot, at present, be eliminated—and noise is the most difficult one—then it must be contained within the shop, so there are likely to be developments in building, to isolate and absorb noise, and in foundation design to contain vibrations.

### Shakespeare

Shakespeare—  
—forgings as YOU like them

But seriously, if you don't merely like, but **INSIST** on forgings of the highest quality, then you buy from us.

We are specialists in forgings to meet customers' precise requirements in a comprehensive range from 1 oz. to 120 lb.

**Shakespeare**  
—forgings as YOU like them

**JOSEPH SHAKESPEARE & CO. LTD.** 101 WILD LANE LTD.  
PO BOX 20, COX & LANE, GILDHALL, WATFORD, WEST MIDDLESEX.  
TELEPHONE: CRADLEY HEATH 66151 (10 LINES).

**LAUGHAN BROS. (DROPPING) LTD.**  
EAGLE WORKS, WILLENHALL, WEST MIDDLESEX. TELEPHONE: WILLENHALL 65435.

**SHROPSHIRE FORGINGS LTD.**  
GOALPORT WORKS, SHIPNALL, SHROPSHIRE. TELEPHONE: SHIPNALL 48026.

**ALOR PANTRIDGE LIMITED**  
Lane, Oakley Road, Woking, Surrey, GU24 0JQ.  
Tel: 0414 534444 (10 lines).

**ROP FORGERS**  
C/O 45 CHIL. CROFT  
Our own facilities for:  
LASTING, HEAT TREATMENT  
MACHINING, PAINTING

**A RED HOT TIP**  
to put you on to the fastest forge heater of all time

exp

Use forging  
ment you simply  
o know about the  
nce Forge Heater  
ow the word is  
oked but the  
lutionary for  
conomy, quality and safety. Send now for detailed literature  
truly remarkable Cheston Electric Resistance Forge Heater.

**IP PRESS!**  
to for details of our latest development  
Cheston Electric Resistance Bar Heater  
for hot cropping

Made exclusively in Britain by  
**INDUCTOTHERM EUROPE LTD**  
Woking, Surrey, West Midlands.  
SALES: Birmingham 3751 Telex: 338613

**ARTHUR ROBINSON SONS (WILLENHALL) LTD.**

Your Top Team for Drop Forging

makers of precision drop forgings up to 4 lbs weight in Iron, Alloy and Stainless Steel, Monel and Titanium

**DIE-SINKING**

**TOOLMAKING**

For personal attention contact

Graham Robinson, Managing Director.

**ARTHUR ROBINSON & SONS (WILLENHALL) LTD.**  
Glary Lane, Stanning Works, Willenhall, Staffs.  
Telephone: Willenhall 45185

**Advanced FORGING MACHINERY**

**ETCHELLS MACHINERY LIMITED** Stafford Road, Darlington, West Midlands, YO1 5BA. Telephone: 021 526 2461. Telex: 33330 Bro Darlington.







Soc. Sec. Co. (cont.)		
100	100	100
101	101	101
102	102	102
103	103	103
104	104	104
105	105	105
106	106	106
107	107	107
108	108	108
109	109	109
110	110	110
111	111	111
112	112	112
113	113	113
114	114	114
115	115	115
116	116	116
117	117	117
118	118	118
119	119	119
120	120	120
121	121	121
122	122	122
123	123	123
124	124	124
125	125	125
126	126	126
127	127	127
128	128	128
129	129	129
130	130	130
131	131	131
132	132	132
133	133	133
134	134	134
135	135	135
136	136	136
137	137	137
138	138	138
139	139	139
140	140	140
141	141	141
142	142	142
143	143	143
144	144	144
145	145	145
146	146	146
147	147	147
148	148	148
149	149	149
150	150	150
151	151	151
152	152	152
153	153	153
154	154	154
155	155	155
156	156	156
157	157	157
158	158	158
159	159	159
160	160	160
161	161	161
162	162	162
163	163	163
164	164	164
165	165	165
166	166	166
167	167	167
168	168	168
169	169	169
170	170	170
171	171	171
172	172	172
173	173	173
174	174	174
175	175	175
176	176	176
177	177	177
178	178	178
179	179	179
180	180	180
181	181	181
182	182	182
183	183	183
184	184	184
185	185	185
186	186	186
187	187	187
188	188	188
189	189	189
190	190	190
191	191	191
192	192	192
193	193	193
194	194	194
195	195	195
196	196	196
197	197	197
198	198	198
199	199	199
200	200	200

[illegible][illegible]

\_\_\_\_\_

... ..







---

[illegible]

service is available to every Company dealt in on Exchanges throughout the United Kingdom for a fee of £25 per annum for each security



## BRIDGET BLOOM TALKS TO THE RHODESIAN PRIME MINISTER IN SALISBURY

## Nkomo must close gap - Smith

UNLESS Mr. Joshua Nkomo changes his publicly-stated demand for rapid majority rule, there is no chance of a settlement between the African Nationalist leader and Mr. Ian Smith, the Rhodesian Prime Minister told her yesterday.

Mr. Smith told her that there was still a fairly sizeable gap between Mr. Nkomo's African Nationalist Council and his own Government. This did not mean that the current talks—due to resume on Wednesday—would not continue. Nor did it mean that the gap could not be dramatically closed as the talks neared conclusion.

Asked whether Mr. Nkomo would have to change his position on majority rule to permit such a dramatic bridging of the gap, Mr. Smith replied: "If he doesn't, then there will be no settlement with Mr. Nkomo."

He indicated that he thought that many Africans in Rhodesia would settle for less than majority rule, but expressed no opinion on whether Mr. Nkomo might settle for less. Observers here, however, rule out the possibility.

Mr. Smith denied that there had been any basic shift in his own position. On the reports of a breakthrough, he commented: "There were no new ideas at this meeting. I read those reports and I asked my colleagues who

were with me if they were aware of these new ideas and nobody could produce them. There were none."

Mr. Smith said that if the talks with Mr. Nkomo failed to achieve a settlement, "we will go on talking among ourselves and with whatever other responsible Black people and organisations representing Black people are available."

However, the Rhodesian Prime Minister suggested that Britain should play "a more positive and permanent role" in Rhodesia. "They are playing a role now with one foot in the camp, and one foot out of the camp, and to that extent they are undermining our chances of settlement."

## Keep out

The best role Britain could play, Mr. Smith said, would be to keep out of it completely and say to Rhodesians, "now you get on with it and we're not going to interfere and we don't think anyone else would interfere."

Though, on the face of it, this had been Britain's position over the past few years, he said, "we have behind the scenes been influencing people and almost—I was going to say daily—weekly they have been making speeches and statements on

Rhodesia; that is not leaving us alone."

However, in view of the changed situation in Southern Africa, Mr. Smith said he thought Rhodesia's "best bet" is to say to the British you must come in and play a more positive and permanent role. The British and Rhodesian Governments should "get together and see if we can solve this problem."

It had been done before, he said—the only real way to get to grips with the problem was for Government-to-Government talks between Britain and Rhodesia.

However, for Britain to act as conference chairman in the present talks could have adverse repercussions.

He thought more ground-work should be done before any meeting between him and Mr. Wilson. But he would not be "averse" to inviting Mr. Callaghan, the Foreign Secretary, to Rhodesia if he had any indication that would be acceptable.

Asked to comment on the British Government's stated stand that any talks must include the African Nationalists and not be simply between Whitehall and Salisbury, Mr. Smith said: "I'm afraid you'll have to ask them that question."

The Prime Minister seemed confident that if talks with Mr.

Nkomo failed, Rhodesia could cope with an increasing guerrilla war, even without outside help.

"A lot of the pressure is part of the psychological war. As far as the real pressures are concerned, they have not changed dramatically. We have a few more terrorists, but when you have been living with the terrorists around your border for the past 10 or 12 years, then you face up to this in a rather pragmatic and realistic way."

The Rhodesian security forces had been doubled, its population was now greater, and its economy more resilient.

For outside help, "this is something we would obviously like to have but our assessment of our ability to continue is one which is made on the basis of no outside assistance."

Were a major power to get involved it would be different altogether. "But somehow or other we have faith that the free world will in the end come to its senses and cease their present role in which they are actually assisting the Communists in trying to undermine the Rhodesian Government. I have stepped up more Europeans might leave Rhodesia, he believed that the majority of

Rhodesians will stay and fight. On internal politics and a possible settlement Mr. Smith said that it was a complete fallacy that he needed to look over his shoulder at the Right-wing of the Rhodesian Front.

But were people to say that he was standing in the way of a settlement, or were he to misjudge the situation and negotiate an unacceptable settlement, "I would be very happy to pull out."

Mr. Smith pointed out: "At the moment the people say the opposite. They believe that it is important for me to stay because they think that I probably have a better chance than most of achieving a settlement."

Mr. Smith would not be drawn into comment on the nature of the proposals put forward by the ANC in the current talks, although he did not believe that parity of representation between White and Black was necessarily unworkable.

In the past we have operated in racial compartments. I believe in the future under an ideal situation we will have politics operating across the racial line. The fact that there might be an equal number of blacks and whites in Parliament would, he believed, be reflected in the composition of Rhodesia's political parties.

## THE LEX COLUMN

## Price rises put Rugby ahead

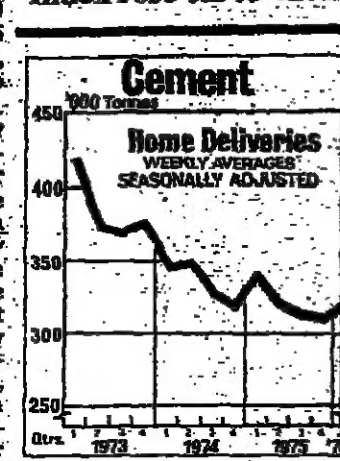
After the 1974 lapse, Rugby Portland can again, talk of record profits but a £700,000 pre-tax rise to £11.5m in 1975 is below most external targets, and the shares dropped 2½ to 76p yesterday for a 16 per cent fall since their early January peak.

Of course, Rugby performed better than the other cement majors in 1974 but the market has been expecting a lot after price increases now totalling 91 per cent since the spring of 1974. So a possible rise in Rugby's U.K. cement profits of around a half is likely to be below average. The lead-down has come from Australia, where profits fell by more than a half, and in steel reinforcement in the U.K. Prospects for the former now look much better though a full recovery to the 1974 profits of £2m are not expected this year, while the steel side rests on the U.K. economy.

After a dull start to the year, Rugby says cement deliveries in the U.K. are running above last year's level though the current official industry forecast is for a small further drop over 1976 as a whole. But the jam is now disappearing on the price front. Following the problems of 1974, the majors working through of price increases (based on higher unit costs), and a slowdown in the rate of decline of deliveries. But the unit cost/price adjustment has now or less been completed and both Rugby and Associated Portland face the likelihood of higher fuel costs later in the year. So some sizeable and very short-term profits are not expected to rise much in 1976 and Rugby's shares seem likely to remain in the recent dull rut.

There could be more action in the next few days, however, in Associated Portland's price which has been strong recently on hopes of 1975 profits (due to be reported next week) of over £40m against £32.7m. See also Page 22

## Index rose 0.2 to 410.2



plant, but although this will reduce the net prices realised by the group's interests, Ultramar remains happy both with the progress of the work and the prospective returns.

Something else that has not been reported before—and arguably should have been—is that for the past two years there have been restrictions under the terms of a loan agreement on the group's freedom to pay dividends. Further constraints imposed as a condition of the new Eurodollar facility seem to make it unlikely that there will be any payment on the Ordinary until 1979—after the first full year of the Indonesian pay-off—when Ultramar will be free to distribute up to half its earnings. Meanwhile, it remains well within its available banking facilities, and the fact that it has raised face costs later in the year. So some sizeable and very short-term profits are not expected to rise much in 1976 and Rugby's shares seem likely to remain in the recent dull rut.

There could be more action in the next few days, however, in Associated Portland's price which has been strong recently on hopes of 1975 profits (due to be reported next week) of over £40m against £32.7m. See also Page 22

Ultramar Down another 5p to 164p yesterday, Ultramar has now fallen 11 per cent since last Thursday's announcement of the share issue in convertible preferred, and with an effective conversion price of 190p, the underwriters might have to earn their fees. Estimates in the issue document confirm that in Indonesia, Ultramar has an important interest in a major gas and oil field. It is also disclosed that there are substantial cost overruns on the construction of the liquefaction

CCA estimate Hoover has joined the small band of companies to estimate the impact of current cost accounting. The group has never previously ventured into inflation accounting but on a "desk-exercise basis" it reckons that pre-tax profits could have been about £12.5m, under CCA, compared with £19.2m on a historic cost basis. The figure is somewhat higher than certain outside estimates because the stock increase is apparently smaller than anticipated.

The group would not come out favourably if there had been an additional adjustment for net monetary items since at the end of 1975 it had £21m of up £50m, during 1975 the last five years the been a net inflow of £14, the delayed expansion of the two main factories absorbed a sizeable part of the £28m. This value, not only growth in the main products but also in related areas such as washers and rollers. Meanwhile Hoover is finding any improvement in U.K. until the second year and external unchanged profits at 1976 have been reflected 23p drop in the shares in the last three weeks. See also Page 2

Toy shares For the moment, they are back in the trade. Over the past few months the sector has swung position of relative value in the short-term price charts to one of its strengths—and yesterday added to the general optimism with a rise of 4p to 55p back of bumper profits 1976. Since January 1 have now risen 41 per cent, close to two-thirds of the 1975 gains. Mettoy and Combox have both risen this year.

However, Lesney's trends do not necessarily follow a pattern for the sector. Overseas sales around 50 per cent, profits and a profit year from £3.8m to £8.1m, pre-tax over exchange gains. The German markets are more than two-fifths of total output; and w Mettoy are going to be enough they cannot hope against that sort of price. Lesney's volume is higher in the U.K. than in the rest of the world, ahead overall—move into the kit & a desk-exercise basis it reckons that pre-tax profits could have been about £12.5m, under CCA, compared with £19.2m on a historic cost basis. The figure is somewhat higher than certain outside estimates because the stock increase is apparently smaller than anticipated.

The group would not come out favourably if there had been an additional adjustment for net monetary items since at the end of 1975 it had £21m of up £50m, during 1975 the last five years the been a net inflow of £14, the delayed expansion of the two main factories absorbed a sizeable part of the £28m. This value, not only growth in the main products but also in related areas such as washers and rollers. Meanwhile Hoover is finding any improvement in U.K. until the second year and external unchanged profits at 1976 have been reflected 23p drop in the shares in the last three weeks. See also Page 2

CCA estimate Hoover has joined the small band of companies to estimate the impact of current cost accounting. The group has never previously ventured into inflation accounting but on a "desk-exercise basis" it reckons that pre-tax profits could have been about £12.5m, under CCA, compared with £19.2m on a historic cost basis. The figure is somewhat higher than certain outside estimates because the stock increase is apparently smaller than anticipated.

The group would not come out favourably if there had been an additional adjustment for net monetary items since at the end of 1975 it had £21m of up £50m, during 1975 the last five years the been a net inflow of £14, the delayed expansion of the two main factories absorbed a sizeable part of the £28m. This value, not only growth in the main products but also in related areas such as washers and rollers. Meanwhile Hoover is finding any improvement in U.K. until the second year and external unchanged profits at 1976 have been reflected 23p drop in the shares in the last three weeks. See also Page 2

## Lebanon President gives his terms for resignation

BY OUR FOREIGN STAFF

IN THE FACE of a threatened attack on his Palace by Lebanese Army commandos, President Franjeh was reported last night to have agreed at last to resign—on condition that a face-saving formula was devised for him.

He wanted a meeting of politicians to work out a formula whereby he would appear to have withdrawn from office voluntarily and not under duress, political sources were quoted as saying. President Franjeh is also said to have demanded that his successor should be acceptable to himself.

Earlier, Army officers had given him an ultimatum to resign by 6 p.m. last night—a deadline which was later extended to 2 a.m. Tuesday local time. (midnight GMT).

The showdown between the Army and President Franjeh, whose resignation was first demanded by Brigadier-General Aziz Ahdab last Thursday, came as 1,000 Palestine Liberation Army reinforcements entered the country. Suggestions that the troops were Syrian soldiers wearing PLA uniform and insignia were specifically denied by Brig. Gen. al Ahdab and by Saïqa, the Damascus-controlled guerrilla group.

Whatever the connection with Syria, the build-up of PLA strength was evidently designed to restrain Khatib's force of Moslem deserters—the "Lebanese Arab Army"—from attacking the Baabda Palace.

Ihsan Hiji reports from Beirut: Rebel troops today moved from two directions with the aim of closing in on President Franjeh at his palace at Baabda outside Beirut but were stopped by a combined force of the Palestine Liberation Army (PLA) and the

Syrian-sponsored guerrilla group al-Saïqa.

An armoured column belonging to the "Lebanese Arab Army" came from the south and was stopped at Khaleid in the capital's suburbs. Commanded by Major Yacoub al-Daher, the column was composed of five tanks, seven armoured personnel carriers, three armoured cars and several artillery pieces.

They were confronted by the PLA and al-Saïqa and were asked not to advance any further. Major al-Daher told reporters he was marching on the Presidential Palace to overthrow the President.

Another force moved from its barracks at the mountain village of Hammana some 17 miles east of here and were reported to have been stopped by the PLA forces at Medreir on the Beirut-Damascus highway.

## Tense

Informed sources said the PLA and Saïqa were under Syrian orders, a sign that Damascus did not want a military confrontation between rebel troops and forces loyal to President Franjeh.

Earlier the situation became very tense in Beirut as fighting broke out and the country appeared to be poised for yet another round of large-scale violence involving rival factions within the Lebanese Army.

The seven-week-old ceasefire which the Syrians had arranged in January seems virtually to have collapsed. The expectation here was that if Damascus did not intervene quickly, an all-out civil war would break out. Meanwhile, 23 young Christian officers have come out in open endorsement of the movement by Brig. Gen. al-Ahdab, in a statement published in the Press.

## Giscard has inquest after defeat

BY RUPERT CORNWELL

PARIS, March 15.

PRESIDENT GISCARD d'Estaing today began a profound re-examination of his Government's strategy after its severe defeat by the Left, and by the resurgent Socialist Party, in the first round of the national elections.

This major setback follows the crushing blow to his economic policy contained in the decision early this morning to how to intensify speculative pressure and pull the franc out of the EEC joint float for the second time in just 26 months.

Tonight the French currency closed in Paris with an average depreciation of just over 2.5 per cent, against the dollar and D-mark compared with the rates on Friday evening. Earlier in the day, however, its de facto valuation had touched 4.5 per cent.

Adding to their troubles is a new wave of public sector disturbances. The Paris metro was paralysed today for the third time this winter and widespread groupings are scheduled on the State railway later this week.

With practically all the second-round results in from the 1,663 cantons, the Socialists have made a net gain of more than 200 seats on the regional councils of France's 85 departments (except Paris itself), where voting took place yesterday and a week ago.

The Left is certain to take control of 10 new Departments, and possibly as many as 16 if enough uncommitted Left-

wingers elected join forces with the Socialists and Communists when the new councils are formally constituted.

Sunday's run-out voting in some 600 cantons, where a clear winner emerged on March 7, has underlined the trend away from the Government so evident then. For the first time in the 18 years of the Fifth Republic the Left has won an overall majority in a nationwide election. The turnout was over 88 per cent.

The biggest losers have been the Gaullists, who lost ground in some 30 departments and advanced in only 12. But neither the President's own party, the Independent Republicans, nor the Government Centreists, fared very much better.

## Giant strides

Although the Communists have generally improved their position, it has been the giant strides by the Socialists of M. Francois Mitterand which have really opened up the prospect regularly held out by opinion polls here—that the Left might well win the all-important Parliamentary election of 1978.

Just how to regain the political initiative will have been at the centre of the talks held successively by the President this afternoon with M. Jacques Chirac, Prime Minister, M. Michel Poniatowski, the Interior Minister, M. Jean Lecanuet, Centrist leader,



The scene on the railway line, outside West Ham station in East London last night after a bomb had exploded on a District Line Underground train during the rush-hour.

## U.K. retail sales up by 2½% over six-month period

BY WILLIAM KEEGAN, ECONOMICS CORRESPONDENT

RETAIL SALES in the U.K. went up by 2½ per cent, between September-November last year and December-February, according to provisional estimates from the Department of Industry yesterday.

These figures are in volume terms, after adjusting for price increases. They add weight to the growing view that, having touched the bottom of the recession, the U.K. economy has now definitely embarked on a recovery.

Unlike previous cycles, however, the impetus for the recovery is more marked in exports rather than consumer spending.

The revival in retail sales, while evident from the figures, is not quite as dramatic as the 2½ per cent rise in the latest three months suggests.

Sales in these months were boosted by the December hire purchase relaxations and the very good annual "sales" figures for January. In fact, between January and February the official volume index is provisionally estimated to have fallen 1½ per cent—from 109.8 (base 1971=100) to 107.5.

Expert opinion is now divided between those who believe that, after allowing for these special factors, the trend of sales is flat, and those who argue that the

whole of the recent three-month increase cannot be explained away by special factors. The fact that the discussion covers the area between "flatness" and "revival" can, however, be taken as a reasonable Budget pointer.

With regard to retail disposable income—the other key element in assessing consumer spending—official forecasts are believed to show the required fall has already taken place, whereas some outside forecasters have been pointing to a further reduction through 1978.

The squeeze which has already taken place (on top of the high savings ratio) means that, in spite of the recent recovery, retail sales have still been running some 3 per cent below the average level of the corresponding months a year earlier.

In value terms—that is, before allowing for inflation—sales in February were running 14 per cent up on February last year, compared with 16 per cent in January.

Leading retailers point out that such annual comparisons are already being affected by the fact that last year at this time there was much talk of Budget tax increases in the air, and sales figures were being boosted by pre-Budget buying.

With the inflation and the balance of payments still dominating official policy, and the export figures showing such a strong upward trend, the Chancellor's advisers do not want him to give anything but the

most modest stimulus to domestic demand next month.

The savings ratio has recently been very high, but is expected to fall in months to come, as it is hoped, confidence grows in line with a reduction in the rate of inflation. This would boost consumer spending.

Leading retailers point out that such annual comparisons are already being affected by the fact that last year at this time there was much talk of Budget tax increases in the air, and sales figures were being boosted by pre-Budget buying.

The EEC's Finance Ministers are to meet on April 28 to hammer out the problem of unemployment in the Community.

They accepted the case for "select and moderate" rationing in some countries. The idea for a special session on unemployment was floated by Mr. Healey at last month's Finance Ministers' Council.

He was emphatic that the U.K. would not permit any modifications to the Budgetary unit of account within the next two years. A fixing of contributions in relation to current parity levels instead of the pegged levels set in the terms of entry would add some £150m to the U.K.'s contributions this year, Mr. Healey stated.

The Finance Ministers formally approved the raising of £1.3bn in loans for Ireland and Italy under Community guarantees at their meeting in Brussels.

intervention at the cost of our reserves.

He argued the need for a Community mechanism to control currency movements and to avoid a commercial war.

Mr. Healey said that in the formal Ministerial session M. Fourcade had not repeated the observations on Community financial behaviour he voiced at the Press conference. He spelled out the events leading to the "pound's" devaluation, 5 per cent, emphatically dismissing the notion that the fall had been engineered.

The U.K. had spent some \$750m. of reserves over 11 days supporting the pound and the fall was the market's response to the admitted difference in inflation rates within the Community. The French franc had fallen victim to precisely the same pressures and had been overvalued in many people's estimation from the moment of re-entry into the snake, he declared.

At no point had the Bank of England sold sterling on a declining market, he stated, adding that his fellow Ministers had accepted the U.K. account of the events on the Foreign exchange market.

Common Market Finance Ministers are agreed that they will exercise much closer supervision in future over the fixing of farm prices. Mr. Healey said that the recent farm price fixing had been "absolutely ridiculous and absurd," although it was reached in the circumstances.

He declared: "Agricultural policy and decisions affecting inflation and taxation are too important to be left to Agricultural Ministers, which in some cases represent producer interests with no thought to the consumer."

Mr. Healey said that the Minis-

## Weather

## U.K. TO-DAY

CLOUDY, rain or showers. London, E. Anglia, E. S.E. and Cent. England, Midlands Showers, few bright spells. Wind E, light. Max. 6C (43F).

Channel Is., S.W. England, S. Wales and N. Ireland Cloudy, occasional rain. Wind variable, light. Max. 8C (46F).

N. Wales, N.W. England, Lakes, I. of Man, S.W. and N.W. Scotland Glasgow, Argyll Cloudy, bright intervals. Wind S.E. moderate or fresh. Max. 9C (48F).

N.E. England, Borders, Edinburgh, Dundee, Aberdeen, Cent. Highlands, Moray Firth N.E. Scotland, Orkney and Shetland. Rain or sleet, snow over hills. Wind S.E. fresh or strong. Max. 4C (39F).

## BUSINESS CENTRES

City	Value	Change	City	Value	Change
Amsterdam	13.10	+0.05	Madrid	12.10	+0.05
Antwerp	13.10	+0.05	Manila	12.10	+0.05
Bahia	13.10	+0.05	Mexico	12.10	+0.05
Bombay	13.10	+0.05	Nairobi	12.10	+0.05
Buenos Aires	13.10	+0.05	Rangoon	12.10	+0.05
Cairo	13.10	+0.05	Singapore	12.10	+0.05
Calcutta	13.10	+0.05	Tokyo	12.10	+0.05
Colon	13.10	+0.05	Yokohama	12.10	+0.05
Hankow	13.10	+0.05			
Harbin	13.10	+0.05			
Hong Kong	13.10	+0.05			
Kobe	13.10	+0.05			
London	13.10	+0.05			
Lyons	13.10	+0.05			
Manila	13.10	+0.05			
Medan	13.10	+0.05			
Osaka	13.10	+0.05			
Paris	13.10	+0.05			
Shanghai	13.10	+0.05			
Singapore	13.10	+0.05			
Tokyo	13.10	+0.05			
Yokohama	13.10	+0.05			

## HOLIDAY REPORTS

Jaculo	P	14	57	Jersey
Algers	S	16	61	Las Piz
Blarriz	R	8	48	Locazone
Blacktop	R	6	1	Madagascar
Bordeaux	C	12	64	Malaga
Bordone	R	3	61	Malta
Casablanca	P	17	83	Nairobi
Cape Tu.	C	22	73	Naples
Cebu	S	14	57	Nassau
Dhruvank	C	12	54	Gift
Faro	C	16	61	Nicosia
Fernando	C	13	62	Opacito
Funchal	R	17	67	Shibets
Gibraltar	R	14	61	Shanghai
Hamburg	S	9	68	Taipei
Honolulu	S	11	62	Tenover
Jakarta	R	6	63	Tunis
J. Man	R	4	38	Valencia
Istanbul	R	7	43	Venice
S-Sunny				V-Fair, C-Cloud
				De-Drizzle, Su-S
Long-range forecast				